THE INDUSTRIAL ARTS INDEX

1940

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THE
INDUSTRIAL ARTS INDEX

TWENTY-EIGHTH ANNUAL VOLUME

1940

SUBJECT INDEX TO A SELECTED LIST OF ENGINEERING, TRADE
AND BUSINESS PERIODICALS, BOOKS AND PAMPHLETS

EDITED BY
MARION E. POTTER, LOUISE D. TEICH,
LEONE BAKER, ADELINE MACRUM

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PREFACE

This volume, the twenty-eighth annual, is a cumulation of the issues of the Industrial Arts Index published from December, 1939, thru November, 1940. The indexing of a few additional periodicals is included. American Association of Petroleum Geologists Bulletin, Comparative Law Series (discontinued in September), Instruments, Journal of Applied Physics, Product Engineering have all been indexed beginning with their January, 1940, numbers. Journal of the Aeronautical Sciences has been indexed beginning with volume 7, November, 1939; Paper Industry, with volume 22, April, 1940; RCA Review, with volume 5, July, 1940. Commerce Reports was discontinued last September and Foreign Commerce Weekly which took its place, October 5, is considerably larger in size and scope, replacing also Comparative Law Series and other services.

Because of the war the indexing of certain foreign periodicals is far from complete. The French and German magazines for some months, beginning with June, did not reach this country and were somewhat irregular even earlier in the year. Such of the German magazines as have since arrived were too late for indexing in this volume. It is hoped to complete the file of these periodicals and index them in the current 1941 issues of the Industrial Arts. One English periodical is also lacking; the last number of Light & Lighting to be received is March, 1940. Four periodicals will be dropped from the indexed list beginning with January, 1941. These are: Cornell Engineer; Nation's Business (indexed in Readers' Guide); Société des Ingénieurs Civils de France, Mémoires; Chemische Fabrik.

The following periodicals will be indexed beginning with 1941 or with the beginning of their next volume: Acoustical Society of America, Journal; Ceramic Industry; Diesel Power and Diesel Transportation; Industrial Marketing; Industrial Medicine; Journal of Chemical Physics; Journal of Retailing; Machine Design; Modern Packaging; Paint, Oil and Chemical Review; Petroleum Engineer; Photo Technique; Soap and Sanitary Chemicals; Society of Motion Picture Engineers, Journal; Technology Review; Welding Journal.

In addition to the indexing of the listed periodicals, this volume contains subject entries for numerous bulletins, reports, and pamphlets on topics which the indexed periodicals cover. It contains also subject entries for 2464 books which have been listed first in the monthly Index, in the section "Some Recent Book Titles" before becoming a part of the main alphabet.

Miss Ruth Berkowitz has recently joined the staff and has taken over the indexing of the insurance magazines.

M. E. P.

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List of Periodicals Indexed

Adv & Sell—Advertising and Selling. $2; single numbers 25c. m Robbins Pub. Co, Inc, 9 E 38th St, New York (1v:Ja v33;i-none)
Changed to monthly beginning January, 1938
Extra Mid-February issue

Advanced Management—Advanced Management. $6. q Society for the Advancement of Management, 29 W 39th St, New York (1v: Ja v5;i-l)
Formerly Society for the Advancement of Management Journal, a bi-monthly

Aero Digest—Aero Digest. $3; single numbers 35c. m Aeronautical Digest Pub. Corp, 515 Madison Av, New York (2v:Ja,Jl v36-37;i-s)
Absorbed Aviation Engineering beginning July, 1933

Air Commerce Bul—Air Commerce Bulletin. 50c; single numbers 5c. m Superintendent of Documents, Washington, D.C. (2v:Ja,Jl v10-11;i-s)
Replaced by Civil Aeronautics Journal, January 1940, published semi-monthly

Am Arch. See Arch Rec

Am Assn of Textile Chemists and Colorists. Proceedings. Published in American Dyestuff Reporter

Am Assn Pet Geologists Bul—Bulletin of the American Association of Petroleum Geologists. $15; single numbers $1.50. m American Association of Petroleum Geologists, 608 Wright Bldg, Tulsa, Oklahoma (1v:Ja v24;i-s)

Am Bankers Assn J. See Banking

Am Bld—American Builder and Building Age. $2; single numbers 25c. m Simmons-Boardman Pub. Co, 30 Church St, New York (1v:Ja v62;i-none)

Am Business—American Business combined with System. $3; single numbers 35c. m Dartnell Publications, Inc, 4660 Ravenswood Av, Chicago (1v:Ja v10;i-none)
Indexing began August 1935 when it was combined with System

Am Cer Soc Bul—Bulletin of the American Ceramic Society. $1.50; single numbers 25c. m American Ceramic Society, 2525 N High St, Columbus, Ohio (1v:Ja v19;i-s)

Am Cer Soc J—Journal of the American Ceramic Society. $15; single numbers $1.50. m American Ceramic Society, 2525 N High St, Columbus, Ohio (1v:Ja v23;i-s)

Am Chem Soc J—Journal of the American Chemical Society. $8.50. m Charles L. Parsons, sec, Mills Bldg, 1709 G St, N.W, Washington, D.C. (1v:Ja v62;i-s)

Am Concrete Inst J—Journal of the American Concrete Institute. $7.50; single numbers $1.50. 6 times a year (S, N, Ja, F, Ap, Je) American Concrete Institute, 7400 Second Blvd, Detroit, Mich. (1v:S v12;i-l)
Began publication as v 1 (Proceedings, v 26) November, 1929

Am Dyestuff Rep—American Dyestuff Reporter. $5; single numbers 50c. bi-w Howes Pub. Co, Inc, 440 4th Av, New York (1v:Ja v29;i-s)
Includes Proceedings of American associations of textile chemists and colorists

Am Gas Assn—American Gas Association. Annual conventions. Proceedings. annual American Gas Association, Inc, 420 Lexington Av, New York (21st annual convention, 1939)

Am Gas Assn Mo—American Gas Association Monthly. $3. m (bi-m Jl-Ag) American Gas Assn, 420 Lexington Av, New York (1v:Ja v22;i-l)

Am Gas J—American Gas Journal. $2; single numbers 25c. m American Gas Journal, Inc, Dodge Bldg, 53 Park Pl, New York (2v:Ja, Jl v152-153;i-l)

Am Inst Chem Eng Trans—American Institute of Chemical Engineers. Transactions. $10; single numbers $2. bi-m American Institute of Chemical Engineers, 29 W 39th St, New York (1v:F v36;i-s)
Changed from a quarterly to a bi-monthly beginning February 1938

Am Inst E E J. See Elec Eng

Am Inst of Mining and Metallurgical Engineers. See Min & Met

Am J Sci—American Journal of Science. $6; single numbers 60c. m American Journal of Science, New Haven, Conn. (1v:Ja v238;i-s)

Am Mach—American Machinist. $5; single numbers 35c. bi-w McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York (1v:Ja v84;i-r)

Am Pet Inst Proc—American Petroleum Institute Proceedings. 50 W 50th St, New York (20th annual meeting, 1939, v20, pts 1-4; 10th mid-year meeting, 1940, v21[M] pts 1, 3, 4)

Am Soc C E Proc—Proceedings of American Society of Civil Engineers. $8; single numbers $1. m (except Jl and Ag) American Society of Civil Engineers, 33 W 39th St, New York (1v:Ja v66;i-s)

Am Soc for Metals Trans—Transactions of the American Society for Metals. $5; single numbers $2. q American Society for Metals, 7301 Euclid Av, Cleveland, Ohio (1v:Mr v28;i-r)
Formerly Transactions of American Society for Steel Treating

Am Soc Heat & V E J. See Heating-Piping

Am Soc M E J. See Mech Eng

Am Soc Steel Tr Trans. See Am Soc for Metals Trans

Am Soc T M Proc—American Society for Testing Materials. Proceedings. annual American Society for Testing Materials, 260 S Broad St, Philadelphia (1v:v39)

Am Statis Assn J—Journal of the American Statistical Association. $6; single numbers $1.50. q American Statistical Association, 1626 K St, N.W., Washington, D.C. (1v:Mr v35; i-s)

Am Water Works Assn J—Journal of the American Water Works Association. $7; single numbers 75c, to members 50c. m American Water Works Assn, 22 E. 40th St, New York (1v:Ja v32;i-l)

Angew Chemie—Angewandte Chemie. RM 38; single numbers RM 1.70 bi-w Verlag Chemie, G. m. b. H, Woyrschstrasse 37, Berlin W 35, Germany (1v:Ja v53;i-l)
Not indexed after the May 25, 1940 number

Ann Am Acad—Annals of the American Academy of Political and Social Science. $5; single numbers $2. bi-m American Academy of Political and Social Science, 3457 Walnut St, Philadelphia (6v:Ja,Mr,My,Jl,S,N v207-12;i-s)

Publications of societies, institutions, etc. are listed under the names of the organizations.
i-l=index sent loose; **i-r=index sent upon request; i-s=index stitched in volume.**

Annalist—The Annalist. $7; single numbers 20c. w New York Times Co, Times Square, New York (2v:Ja,Jl v55-56;i-s)
Discontinued with October 24, 1940

Arch Forum—Architectural Forum. $4; single numbers $1. m Time, Inc, 330 E 22d St, Chicago (2v:Ja,Jl v72-73;i-r)

Arch Rec—Architectural Record combined with American Architect and Architecture. $3; single numbers $1. m F. W. Dodge Corp, 115 W 40th St, New York (2v:Ja,Jl v87-88;i-s)
Purchased American Architect and Architecture, March 1938

Assn of Sp Lib & Inf Bur Proc—Association of Special Libraries and Information Bureaux Proceedings. 5s. annual Association of Special Libraries and Information Bureaux, 31 Museum St, London, W.C. 1 (1v:16th conference, 1939)

Automobile Eng—The Automobile Engineer. 37s 4d; Canadian subs 34s 1d; single numbers 2s 6d. m The Automobile Engineer, Dorset House, Stamford St, London, S.E. 1 (1v:Ja v30;i-r;cost 6d)
Extra motor show review number published in November

Automotive Ind—Automotive Industries. $1; single numbers 25c. s-m Chilton Co, Chestnut & 56th Sts, Philadelphia (2v:Ja,Jl v82-83;i-none)
Changed to semi-monthly beginning May 1, 1939

Aviation—Aviation. $3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York (1v:Ja v39;i-none)

Bankers M—Bankers Magazine. $5; single numbers 50c. m Bankers Publishing Co, 185 Madison Av, New York (2v:Ja,Jl v140-141; i-r)

Bankers Mo—Bankers Monthly. $5; single numbers 50c. m Rand McNally & Co, 536 South Clark St, Chicago (1v:Ja v57;i-none)
Formerly Rand McNally Bankers Monthly

Banking—Banking; Journal of the American Bankers Association. $3; single numbers 25c. m American Bankers Association, 22 E 40th St, New York (1v:Jl v33;i-r)
Formerly American Bankers Association Journal

Barron's—Barron's. $10; single numbers 25c. w Barron's Pub. Co, 44 Broad St, New York (1v:Ja v20;i-r)

Bell System Tech J—Bell System Technical Journal. $1.50; single numbers 50c. q American Telephone and Telegraph Co, 195 Broadway, New York (1v:Ja v19;i-l)

Blast F & Steel Pl—Blast Furnace and Steel Plant. $2; single numbers 50c. January and August numbers $1 ea. m Steel Publications, Inc, Thaw Bldg, 108 Smithfield St, Pittsburgh, Pa. (1v:Ja v28;i-r)

Boston Soc C E J—Journal of the Boston Society of Civil Engineers. $4; single numbers $1. q Boston Society of Civil Engineers, 715 Tremont Temple, Boston (1v:Ja v27;i-s)

Brick & Clay Rec—Brick and Clay Record. $5; single numbers 50c. m Industrial Publications, Inc, 59 E Van Buren St, Chicago (2v:Ja,Jl v96-97;i-s)

Burroughs Clearing House—Burroughs Clearing House. m Burroughs Adding Machine Co, Second Blvd. and Burroughs Av, Detroit, Mich. (1v:O v25;i-none)

Bus Transportation—Bus Transportation. $3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York (1v:Ja v19;i-s)

Business Week—Business Week. $5; single numbers 20c. w McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York

Can Chem & Process Ind—Canadian Chemistry and Process Industries. $4; single numbers 40c. m Westman Publications, Ltd, 366 Adelaide St, West, Toronto, Ont. 2; United States agents, Macintyre & Simpson, 75 E Wacker Drive, Chicago (1v:Ja v24;i-r)
Formerly Canadian Chemistry and Metallurgy

Can Eng—The Canadian Engineer. $3; single numbers 10c; $4; single numbers 15c in U.S. w Monetary Times Printing Co. of Canada, Ltd, 341 Church St, Toronto, Ont. 2 (2v:Ja, Jl v76-77;i-r)
Published as two separate specialized monthly papers instead of one general weekly, beginning with 1940. Roads and Bridges section will be published on the first of each month and the Water and Sewage section on the 15th

Can Eng R & B—Canadian Engineer: Roads and Bridges. $2; $3 in U. S; with Water and Sewage section $3; $4.50 in U.S. m Monetary Times Printing Co. of Canada, Ltd, 341 Church St, Toronto, Ont. 2 (1v:Ja v78;i-none)

Can Eng W & S—Canadian Engineer: Water and Sewage. $2; $3 in U.S; with Roads and Bridges section $3; $4.50 in U.S. m Monetary Times Printing Co. of Canada, Ltd, 341 Church St, Toronto, Ont. 2 (1v:Ja v78;i-none)

Can Min J—Canadian Mining Journal. $3. m National Business Publications, Ltd, Gardenvale, Que. (1v:Ja v61;i-s)

Chem Age (Lond)—The Chemical Age. 26s; single numbers 6d. w Benn Brothers, Ltd, Bouverie House, 154 Fleet St, London, E.C. 4 (2v:Ja,Jl v42-43;i-r)

Chem & Ind—Chemistry and Industry. £4 4s. single numbers 1s 10d. w Society of Chemical Industry, Royal School of Mines, Prince Consort Rd, South Kensington, London, S.W. 7 (1v:Ja v59;i-r)
Published as section of Journal of the Society of Chemical Industry until 1937
Subscription price includes Journal of the Society of Chemical Industry

Chem & Met Eng—Chemical and Metallurgical Engineering. $3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York (1v:Ja v47;i-s)

Chem Ind—Chemical Industries. $3; single numbers 35c. m Tradepress Pub. Co, Inc, 522 Fifth Av, New York (2v:Ja,Jl v46-47;i-l)
Published twice in October; second issue, Buyers Guidebook number

Chem R—Chemical Reviews. $9. ($7 to members of American Chemical Society) bi-m Williams & Wilkins Co, Baltimore, Md. (2v:F,Ag v26-27;i-s)

Chem Soc J—Journal of the Chemical Society. £3 5s. m S. E. Carr, The Chemical Society, Burlington House, Piccadilly, London, W. 1 (without vol no;i-l)

Chemische Fabrik—Die Chemische Fabrik. RM 24; single numbers RM 1.35 bi-w Verlag Chemie, G.m.b.H. Woyrschstrasse 37, Berlin W 35, Germany (1v:Ja v13;i-s)
Not indexed after June 1, 1940 number and several earlier numbers missing

Chimie & Ind—Chimie & Industrie. $30; single numbers $2.50. s-m Société de Chimie Industrielle, 28 Rue Saint-Dominique, Paris, France (1v:Ja v43;i-r)
Not indexed after May 1940 number

Civil Aero J—Civil Aeronautics Journal. $1; single numbers 5c. s-m Superintendent of Documents, Washington, D.C. (1v:Ja v1;i-s)

Civil Eng—Civil Engineering. $5; single numbers 50c. m American Society of Civil Engineers, 33 W 39th St, New York (1v:Ja v10; i-s)

Coal Age—Coal Age. $3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York (1v:Ja v45;i-s)

Comm & Fin Chr—Commercial & Financial Chronicle. $18; single numbers 40c. w William B. Dana Co, 25 Spruce St, New York (2v: Ja,Jl v150-151;i-l)
Indexing resumed July 4, 1936

Comm Rep—Commerce Reports. $2.50; single numbers 5c. w U.S. Bureau of Foreign and Domestic Commerce, Washington, D.C.
Name changed to Foreign Commerce Weekly beginning October 1940

Comp Air M—Compressed Air Magazine. $3; single numbers 35c. m Compressed Air Magazine Co, Phillipsburg, New Jersey (1v:Ja v45; i-r)

Compar Law Ser—Comparative Law Series. $1; single numbers 10c. m Superintendent of Documents, Washington, D.C.

Discontinued with September, 1940

Concrete—Concrete. $2; mill ed. $3; single numbers 40c. m Concrete Pub. Co, Daily News Plaza, 400 W Madison St, Chicago (1v:Ja v48;i-s)

Consumers' Research Bul (Gen bul ser)—Consumers' Research Bulletin (Not Confidential). $1; single numbers 30c. q Consumers' Research, Inc, Washington, New Jersey (1v:O v10;i-s)

Cornell Eng—Cornell Engineer. $1.50; single numbers 20c. m (except Je-S) Cornell University, Ithaca, N.Y. (1v:O v6;i-none)

Replaces Cornell Civil Engineer and Sibley Journal of Engineering

Credit & Fin Management—Credit and Financial Management. $3; single numbers 25c. m National Association of Credit Men, 1 Park Av, New York (1v:Ja v42;i-s)

Dom Eng—Domestic Engineering. $2; single numbers 25c. m Domestic Engineering Co, 1900 Prairie Av, Chicago (2v:Ja,Jl v155-156; i-none)

Dun's R—Dun's Review. $4; single numbers 35c. m Dun & Bradstreet, Inc, 290 Broadway, New York (1v:Ja v48;i-s)

Formerly Dun & Bradstreet Monthly Review

Dun's Statis R—Dun's Statistical Review. $1; single numbers 10c. m Dun & Bradstreet, Inc, 290 Broadway, New York (1v:Ja v4;i-none)

East Underw—Eastern Underwriter. $3; single numbers 25c. w Eastern Underwriter Co, 94 Fulton St, New York (1v:Ja v41;i-none)

Econ Geol—Economic Geology. $5; single numbers 75c. s-q Economic Geology Pub. Co, Prince and Lemon Sts, Lancaster, Pa. (1v: Ja v35;i-s)

Economist—Economist. £3; single numbers 1s. w Economist Newspaper, Ltd, 8 Bouverie St, London, E.C. 4 (4v:Ja,Ap,Jl,O v138-141;i-l)

Edison Elec Inst Bul—Edison Electric Institute Bulletin. $2; single numbers 25c. m Edison Electric Institute, 420 Lexington Av, New York (1v:Ja v8;i-r)

Began publication April, 1933 as successor to N E L A Bulletin

Elec Eng—Electrical Engineering. $12; single numbers $1.50. m American Institute of Electrical Engineers, 33 W 39th St, New York (1v:Ja v59;i-l)

Elec R (Lond)—Electrical Review. £2 1s 6d; Canadian subs £1 12s 6d; single numbers 6d. w Electrical Review, Dorset House, Stamford St, London, S.E. 1 (2v:Ja,Jl v126-127;i-r)

Elec W—Electrical World. $5; single numbers 25c. w McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York (2v:Ja,Jl v113-114;i-s)

Regular issue alternates with a News Edition

Elec West—Electrical West. $2; single numbers 25c. m MrGraw-Hill Co. of California, 68 Post St, San Francisco, Calif. (2v:Ja,Jl v84-85;i-r)

Electrician—Electrician. 30s; single numbers 6d. w Benn Bros, Ltd, Bouverie House, 154 Fleet St, London, E.C. 4 (2v:Ja,Jl v124-125; i-l)

Electrochem Soc Trans—The Electrochemical Society. Transactions. The Electrochemical Society, Columbia University, New York

Formerly American Electrochemical Society Preprints are indexed

Electronics—Electronics. $5; single numbers 50c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York (1v:Ja v13;i-s)

Eng & Min J—Engineering and Mining Journal. $3; single numbers 50c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York (1v: Ja v141;i-s)

Eng Educ. See J Eng Educ

Eng N—Engineering News-Record. $5; single numbers 25c. w McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York (2v:Ja,Jl v124-125; i-s)

Engineer—Engineer. Thick paper ed £3 7s 6d; Canadian subs £3 3s; thin paper ed £3 3s; Canadian subs £2 18s 6d; single numbers 1s. w Engineer, 28, Essex St, Strand, London, W.C. 2 [with bi-monthly supplement "Metallurgist"] (2v:Ja,Jl v169-170;i-l)

Engineering—Engineering. Thick paper ed £3 7s 6d; Canadian subs £3 3s; thin paper ed £3 3s; Canadian subs £2 18s 6d; single numbers 1s. w Engineering, Ltd, 35 and 36, Bedford St, Strand, London, W.C. 2 (2v:Ja,Jl v149-150;i-r)

Explosives Eng—The Explosives Engineer. $1; single numbers 15c. m Explosives Engineer, 926 Delaware Trust Bldg, Wilmington, Delaware (1v:Ja v18;i-s)

Factory Management—Factory Management and Maintenance. $3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York (1v:Ja v98;i-r)

Fed Res Bul—Federal Reserve Bulletin. $2; single numbers 20c (to non-members). m Board of Governors of the Federal Reserve System, Constitution Av at 20th St, Washington, D.C. (1v:Ja v26;i-s)

Food Ind—Food Industries. $3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York (1v:Ja v12;i-s)

For Comm W—Foreign Commerce Weekly. $4.50; single numbers 10c. w U.S. Bureau of Foreign and Domestic Commerce, Washington, D.C. (1v:O v1;i-none)

Replaces Commerce Reports and Comparative Law Series

Fortune—Fortune. $10; single numbers $1. m Time, Inc, 330 E 22d St, Chicago (2v:Ja,Jl v21-22;i-r)

Foundry—Foundry. $2; single numbers 25c. m Penton Pub. Co, Penton Bldg, Cleveland, O. (1v:Ja v68;i-r)

Franklin Inst J—Journal of the Franklin Institute. $6; single numbers 60c. m Franklin Institute, Benjamin Franklin Parkway at 20th St, Philadelphia (2v:Ja,Jl v229-230;i-s)

Gas Age—Gas Age combining Natural Gas, Gas Age, Gas Record. $3; single numbers 25c. bi-w Robbins Pub. Co, Inc, 9 E 38th St, New York (2v:Ja,Jl v85-86;i-l)

Changed from weekly to bi-weekly January 7, 1937

Gas J (Lond)—Gas Journal. 35s; single numbers 1s. w Walter King, Ltd, 51, High St, Esher, Surrey, Eng. (4v:Ja,Ap,Jl,O v229-232;i-l)

Gen Elec R—General Electric Review. $3; single numbers 30c. m General Electric Co, Schenectady, N.Y. (1v:Ja v43;i-l)

Génie Civil—Le Génie Civil. 280 fr; single numbers 5 fr. w Génie Civil, 5 Rue Jules-Lefebvre, Paris (9^{e}), France (2v:Ja,Jl v116-117;i-l)

Not indexed after June 1, 1940 number

Geol Soc Bul—Bulletin of the Geological Society of America. $10. m Geological Society of America, Charles P. Berkey, sec, 419 W 117th St, New York (1v:Ja v51;i-l)

Glass Ind—Glass Industry. $3; single numbers 25c. m Ogden-Watney Publishers, Inc, 11 W 42d St, New York (1v:Ja v21;i-s)

Harvard Business R—Harvard Business Review. $5; single numbers $1.25. q McGraw-Hill Book Co, Inc, 330 W 42d St, New York (1v:[S] v19;i-s)

Heat & Ven—Heating and Ventilating. $2; single numbers 30c. m Industrial Press, 148 Lafayette St, New York (1v:Ja v37;i-r)

Heating-Piping—Heating, Piping and Air Conditioning. $2; single numbers 25c. m Keeney Pub. Co, 6 N Michigan Av, Chicago (1v:Ja v12;i-s)

Includes American Society of Heating and Ventilating Engineers Journal section

Ill U Eng Exp Sta Bul—Illinois University Engineering Experiment Station. Bulletin. irr Univ. of Ill, Urbana

Ill U Eng Exp Sta Circ—Illinois University Engineering Experiment Station. Circular. irr Univ. of Ill, Urbana

Illum Eng—Illuminating Engineering including Transactions of the Illuminating Engineering Society. $7.50; single numbers $1. m (except Ag and O) Illuminating Engineering Society, 51 Madison Av, New York (1v:Ja v35;i-s)

Illum Eng Soc Trans—Transactions of the Illuminating Engineering Society. $7.50; single numbers $1. m (except Ag and O) Illuminating Engineering Society, 51 Madison Av, New York (1v:Ja v34;i-l)
Name changed to Illuminating Engineering beginning January 1940

Illum Engr. See Light & Lighting

Ind & Eng Chem—Industrial and Engineering Chemistry Industrial Edition. single numbers 75c. m American Chemical Society, Charles L. Parsons, sec, Mills Bldg, 1709 G St, N.W, Washington, D.C. (1v:Ja v32;i-s)
With Analytical edition $4

Ind & Eng Chem Anal ed—Industrial and Engineering Chemistry Analytical Edition. single numbers 50c. m American Chemical Society, Charles L. Parsons, sec, Mills Bldg, 1709 G St, N.W, Washington, D.C. (1v:Ja v12;i-s)
Changed to monthly January 15, 1937

Ind & Eng Chem News ed—Industrial and Engineering Chemistry News Edition. $2; single numbers 15c. s-m American Chemical Society, Charles L. Parsons, sec, Mills Bldg, 1709 G St, N.W, Washington, D.C. (1v:Ja v18;i-s)

Ind Stand—Industrial Standardization and Commercial Standards Monthly. $4; single numbers 35c. m American Standards Association, 29 W 39th St, New York (1v:Ja v11;i-l)

Index—Index. q New York Trust Company, 100 Broadway, New York (1v:[Mr] v20;i-l)
Changed to a quarterly beginning February, 1938

India Rubber W—India Rubber World. $3; single numbers 35c. m Bill Brothers Publishing Corporation, 420 Lexington Av, New York (2v:Ap,O v102-103;i-l)

Inland Ptr—Inland Printer. $4; single numbers 40c. m Inland Printer Co, 309 W Jackson Blvd, Chicago (2v:Ap,O v105-106;i-none)

Ins Field (Fire ed)—Insurance Field (Fire and Casualty Edition). $3; single numbers 15c. w Insurance Field Co, Inc, 322 West Liberty St, (P. O. Box 1164) Louisville, Ky. (1v:Ja v69;i-none)

Ins Field (Life ed)—Insurance Field (Life Edition). $3; single numbers 15c. w Insurance Field Co, Inc, 322 West Liberty St, (P. O. Box 1164) Louisville, Ky. (1v:Ja v69;i-none)

Inst Chem Eng Trans—Transactions of the Institution of Chemical Engineers. annual Institution of Chemical Engineers, 56 Victoria St, Westminster, London, S.W. 1 (1v:v17 1939)
Indexing began with volume 9, 1931

Inst E E J—Journal of the Institution of Electrical Engineers. single numbers 10s 6d. m E. & F. N. Spon, Ltd, 57 Haymarket, London, S.W. 1; Chemical Pub. Co. of New York, 148 Lafayette St, New York (2v:Ja, Jl v86-87;i-l)

Inst Mech Eng J & Proc—Institution of Mechanical Engineers. Journal and Proceedings. Published 10 times a year Institution of Mechanical Engineers, Storey's Gate, St. James's Park, London, S.W. 1 (2v:Ap,N v143-144;i-s)

Inst Pet J—Journal of the Institute of Petroleum. single numbers 7s 6d. m Institute of Petroleum, % Univ. of Birmingham, Edgbaston, Birmingham, 15 (1v:Ja v26;i-s)
Formerly Journal of the Institution of Petroleum Technologists

Inst Radio Eng Proc—Proceedings of the Institute of Radio Engineers. $10; single numbers $1. m Institute of Radio Engineers, Inc, 330 W 42d St, New York (1v:Ja v28;i-s)

Instruments—Instruments, the Magazine of Measurement and Control. $2. m Instruments Pub. Co, 1117 Wolfendale St, Pittsburgh, Pa. (1v:Ja v13;i-s)

Int Labour R—International Labour Review. $6; single numbers 60c. m International Labour Office, 734 Jackson Pl, Washington, D.C. (2v:Ja,Jl v41-42;i-s)
August-September double number

Inv Banking—Investment Banking. irr Investment Bankers Association of America, 33 S Clark St, Chicago (1v:N v11;i-none)

Iron Age—Iron Age. $6; single numbers 25c. w Chilton Co, Chestnut & 56th Sts, Philadelphia; 100 E 42d St, New York (2v:Ja,Jl v145-146;i-r)

Iron & Steel Inst J—Journal of the Iron and Steel Institute. s-annual Iron and Steel Institute, 4, Grosvenor Gardens, London, S. W. 1 (2v:v139-140,1939,nos1-2)

J Account—Journal of Accountancy. $4; single numbers 35c. m American Institute Pub. Co, Inc, 13 E 41st St, New York (2v:Ja,Jl v69-70; i-s)

J Aeronautical Sci—Journal of the Aeronautical Sciences; with Aeronautical Review Section (beginning Nov. 1940). $10; single numbers $1; Review Section separately $2.50; single numbers 25c. m Institute of the Aeronautical Sciences, Inc, 30 Rockefeller Plaza, Rockefeller Center, New York (1v:N v7;i-l)

J Ap Phys—Journal of Applied Physics. $7; single numbers 70c. m American Institute of Physics, 175 Fifth Av, New York (1v:Ja v11;i-s)

J Business—Journal of Business of the University of Chicago. $4; single numbers $1.25. q University of Chicago Press, 5750 Ellis Av, Chicago (1v:Ja v13;i-s)

J Chem Educ—Journal of Chemical Education. $3; single numbers 50c. m Journal of Chemical Education, 20th and Northampton Sts, Easton, Pa. (1v:Ja v17;i-s)

J Eng Educ—Journal of Engineering Education. $3; single numbers 50c. m except (Jl and Ag) Society for the Promotion of Engineering Education, F. L. Bishop, Sec, University of Pittsburgh, Pittsburgh, Pa. (1v:S v31;i-s)

J Fr Inst—See Franklin Inst J

J Ind & Eng Chem—See Ind & Eng Chem

J Ind Hygiene—The Journal of Industrial Hygiene and Toxicology. $6; single numbers 75c. m (except Jl and Ag) Williams & Wilkins Co, Mt Royal & Guilford Avs, Baltimore, Md. (1v:Ja v22;i-s)

J Land & Pub Util Econ—Journal of Land and Public Utility Economics. $5; single numbers $1.50. q Northwestern University, 337 E. Chicago Av, Chicago (1v:F v16;i-s)

J Phys Chem—The Journal of Physical Chemistry. $10; single numbers $1.50. m (except Jl, Ag, S) Williams & Wilkins Co, Mt Royal & Guilford Avs, Baltimore, Md. (1v:Ja v44;i-s)

J Research Nat Bur Stand—Journal of Research of the National Bureau of Standards. $3.50; single numbers 30c. m Superintendent of Documents, Washington, D. C. (2v:Ja,Jl v24-25;i-l)

Light & Lighting—Light and Lighting. 10s 6d; single numbers 9d. m Light and Lighting, 32 Victoria St, London, S.W.1 (1v:Ja v33;i-l)
Formerly Illuminating Engineer. Name changed January, 1936
Not indexed after March 1940

Locomotive—Locomotive. 50c; single numbers gratis; recent bound volumes $1. q Hartford Steam Boiler Inspection & Insurance Co, 56 Prospect St, Hartford, Conn. (1v:Ja v43;i-r)

Mach—Machinery. $3; single numbers 35c. m Industrial Press, 148 Lafayette St, New York (1v:S v47;i-r)

Mag of Wall St—Magazine of Wall Street and Business Analyst. $7.50; single numbers 35c. bi-w Ticker Pub. Co, Inc, 90 Broad St, New York (2v:Ap,O v66-67;i-s)

Extra number, Manual of Magazine of Wall Street published annually in March

Management R—Management Review. $5; single numbers 50c. m American Management Association, 330 W 42d St, New York (1v:Ja v29;i-l)

Formerly American Management Review

Manuf Rec—Manufacturers Record. $2; single numbers 25c. m Manufacturers Record Publishing Co, Candler Building, Baltimore, Md. (1v:Ja v109;i-none)

Marine Eng—Marine Engineering and Shipping Review. $3; single numbers 35c. m Simmons-Boardman Pub. Co, 30 Church St, New York (1v:Ja v45;i-r)

Acquired Marine Review and name changed to Marine Engineering and Shipping Review, November 1935

Mass Transportation—Mass Transportation. $1.50; single numbers 25c. m Kenfield-Davis Pub. Co, 431 S. Dearborn St, Chicago (1v:Ja v36;i-s)

Formerly Electric Traction and Bus Journal

Mech Eng—Mechanical Engineering, the Journal of the American Society of Mechanical Engineers. $5; single numbers 60c. m American Society of Mechanical Engineers, 29 W 39th St, New York (1v:Ja v62;i-r)

Mech Handling—Mechanical Handling and Conveying. 12s; single numbers 1s. m Louis Cassier Co, Ltd, 22, Henrietta St, Covent Garden, London, W.C. (1v:Ja v27;i-l)

Metal Finishing—Metal Finishing. $2; single numbers 25c. m Metal Industry Pub. Co. Inc, 116 John St, New York (1v:Ja v38;i-s)

Formerly Metal Industry

Metal Ind—Metal Industry. $2; single numbers 20c. m Metal Industry Pub. Co, Inc, 116 John St, New York

Name changed to Metal Finishing, June, 1940

Metal Prog—Metal Progress. $5; single numbers $1. m American Society for Metals, 7301 Euclid Av, Cleveland, O. (2v:Ja,Jl v37-38;i-s)

Metals & Alloys—Metals and Alloys. $2; single numbers 25c. m Reinhold Pub. Corp, 330 W 42d St, New York (2v:Ja,Jl v11-12,i-s)

Min & Met—Mining and Metallurgy. $3; single numbers 50c. m American Institute of Mining and Metallurgical Engineers, Inc, 29 W 39th St, New York (1v:Ja v21;i-l)

Min Cong J—Mining Congress Journal. $2; single numbers 20c. m American Mining Congress, 309 Munsey Bldg, Washington, D.C. (1v:Ja v26;i-r)

Mo U Sch Mines & Met Bul tech ser—Bulletin of the University of Missouri, School of Mines and Metallurgy. Technical Series. irr Univ. of Mo, Rolla

Mod Packaging—Modern Packaging. $5; single numbers 50c. m Breskin Pub. Corp, 122 E 42d St, New York (1v:S v14;i-l)

September number indexed. Indexing will be continued in 1941

Mod Plastics—Modern Plastics. $5; single numbers 50c. m Breskin Pub. Corp, 122 E 42d St, New York (1v:S v18;i-l)

Formerly Plastic Products

Monthly Labor R—Monthly Labor Review. $3.50; single numbers 30c. m Superintendent of Documents, Washington, D.C. (2v:Ja,Jl v50-51;i-l)

Free to labor departments and bureaus and other offices connected with the administration of labor laws

N A C A Bul—N.A.C.A. Bulletin. s-m National Association of Cost Accountants, 385 Madison Av, New York (1v:S v22;i-r)

Distributed regularly only to members of the Association

N E Water Works Assn J—Journal of the New England Water Works Association. $4; single numbers $1.25. q New England Water Works Association, 613 Statler Bldg, Boston (1v:Mr v54;i-s)

Nat City Bank—National City Bank of New York. m 55 Wall St, New York

Nat Pet N—National Petroleum News. $3; single numbers 10c. w National Petroleum Pub. Co, 1213 W 3d St, Cleveland, O. (1v:Ja v32;i-none)

Nat Research Council Bul—National Research Council Bulletin. irr National Research Council, Publication office, Washington, D.C.

Individual numbers variously priced. Price-list sent on request

Nat Safety N—National Safety News. $4; single numbers 40c. m National Safety Council, Inc, 20 N Wacker Drive, Chicago (2v:Ja,Jl v41-42;i-r)

Nat Underw—National Underwriter. $4; single numbers 20c. w National Underwriter Co, 175 W Jackson Blvd, Chicago (1v:Ja v44;i-none)

Extra number (Auto ins no) published in April

Nat Underw (Life ed)—National Underwriter Life Insurance Edition. $3; single numbers 15c. w National Underwriter Co, 175 W Jackson Blvd, Chicago (1v:Ja v44;i-none)

Extra number, American Life convention issue, published October 12

Nation's Business—Nation's Business. $3; single numbers 25c. m Chamber of Commerce of the United States, 1615 H St, N.W, Washington, D.C. (1v:Ja v28;i-r)

N Y Pub Lib Bul—New York Public Library. Bulletin. $1; single numbers 10c. m New York Public Library, 476 Fifth Av, New York (1v:Ja v44;i-s)

Bibliographies of interest to special libraries are indexed

New England Water Works Assn. See N E Water Works Assn J

Oil & Gas J—Oil and Gas Journal. $6; single numbers 20c. w Petroleum Pub. Co, 211 South Cheyenne Av, Tulsa, Oklahoma (1v:My v39; i-s)

Oil Paint & Drug Rep—Oil, Paint and Drug Reporter. $5; single numbers 15c. w Oil, Paint and Drug Pub. Co, Inc, 59 John St, New York (2v:Ja,Jl v137-138;i-r)

Opt Soc Am J—Journal of the Optical Society of America. $6; single numbers 60c. m American Institute of Physics, Inc, 175 Fifth Av, New York (1v:Ja v30;i-s)

Paper Ind—Paper Industry and Paper World. $2. m Fritz Publications, Inc, 59 E. Van Buren St, Chicago (1v:Ap v22;i-l)

Paper Tr J—Paper Trade Journal. $4; single numbers 10c. w Lockwood Trade Journal Co, Inc, 15 W 47th St, New York (2v:Ja,Jl v110-111;i-s)

Personnel J—Personnel Journal. $5; single numbers 75c. m (except Jl and Ag) Personnel Research Federation, 60 E 42d St, New York (1v:My v19;i-s)

Phys R—The Physical Review. Second Series. $15; single numbers 75c. s-m American Institute of Physics, Inc, 175 Fifth Av, New York (2v:Ja,Jl v57-58;i-s)

Plastic Prod—Plastic Products. See Modern Plastics

Power—Power. $3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York (1v:Ja v84;i-r)

Extra number published in Mid-December

Power Pl Eng—Power Plant Engineering. $2; single numbers 25c. m Technical Pub. Co, 53 West Jackson Blvd, Chicago (1v:Ja v44;i-s)

Product Eng—Product Engineering. $3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York (1v:Ja v11;i-s)

Ptg Art—Printing Art. $10 for six issues; single numbers $2. bi-m Printing Art Publications, Inc, 340 W Huron St, Chicago (1v v68;i-none)

Formerly Printing Art Quarterly

Ptr Ink—Printers' Ink. $3; single numbers 10c. w Printers' Ink Pub. Co, Inc, 185 Madison Av, New York (4v:Ja,Ap,Jl,O v190-193;i-none)

Ptr Ink Mo—Printers' Ink Monthly. $2; single numbers 25c. m Printers' Ink Pub. Co, Inc, 185 Madison Av, New York (2v:Ja,Jl v40-41; i-none)

Pub Health Rep—Public Health Reports. $2.50; single numbers 5c. w Superintendent of Documents, Washington, D.C. (1v:Ja v55;i-l)

Distributed gratuitously to state and municipal health officers, etc., by the Surgeon general of the United States public health service, Washington, D.C.

Pub Roads—Public Roads. $1; single numbers 10c. m Superintendent of Documents, Washington, D.C. (1v:Mr v21;i-r)

Pub Util—Public Utilities Fortnightly. $15; single numbers 75c. bi-w Public Utilities Reports, Inc, Munsey Bldg, Washington, D.C. (2v:Ja,Jl v25-26;i-s)

Pub Works—Public Works. $3; single numbers 35c. m Public Works Journal Corp, 310 E 45th St, New York (1v:Ja v71;i-r)

Pulp & Pa of Can—Pulp and Paper Magazine of Canada. $5; single numbers 50c. m National Business Publications, ltd, Gardenvale, Que. (1v:Ja v41;i-s)

Extra convention number published in February

RCA R—RCA Review. $1.50; single numbers 50c. q RCA Institutes Technical Press, 75 Varick St, New York (1v:Jl v5;i-s)

R Econ Statis—Review of Economic Statistics. $5. q Harvard University Press, Cambridge, Mass. (1v:F v22;i-r)

R Sci Instr—Review of Scientific Instruments. $3.50; single numbers 50c. m American Institute of Physics, 175 Fifth Av, New York (1v:Ja v11;i-s)

$2 to members of the Founder Societies of the Institute

Radio N—Radio News. $2.50; single numbers 25c. m Ziff-Davis Pub. Co, 608 S. Dearborn St, Chicago (2v:Ja,Jl v23-24;i-none)

Rayon—Rayon Textile Monthly. $5; single numbers 50c. m Rayon Pub. Corp, 303 Fifth Av, New York (1v:Ja v21;i-s)

Formerly Rayon and Melliand Textile Monthly

Ref Shelf—The Reference Shelf. irr The H. W. Wilson Co, 958 University Av, New York

Refrig Eng—Refrigerating Engineering. $3; single numbers 35c. m American Society of Refrigerating Engineers, 37 W 39th St, New York (2v:Ja,Jl v39-40;i-s)

Roads & Sts—Roads and Streets. $3. m Gillette Pub. Co, 330 So. Wells St, Chicago (1v:Ja v83;i-r)

Rock Prod—Rock Products. $2; single numbers 25c. m Tradepress Pub. Corp, 309 W Jackson Blvd, Chicago (1v:Ja v43;i-none)

Roy Aeronautical Soc J—Journal of the Royal Aeronautical Society. £3 3s; single numbers 5s 3d. m Royal Aeronautical Society, 4 Hamilton Place, Piccadilly, London, W. 1 (1v: Ja v44;i-s)

Rs Mod Phys—Reviews of Modern Physics. $4; single numbers $1.20. q American Institute of Physics, Inc, 175 Fifth Av, New York (1v:Ja v12;i-none)

Rubber Age—Rubber Age. $2; single numbers 25c. m Palmerton Pub. Co, Inc, 250 W 57th St, New York (2v:Ap,O v47-48;i-s)

Ry Age—Railway Age. $6; single numbers 25c. w Simmons-Boardman Pub. Co, 30 Church St, New York (2v:Ja,Jl v108-109;i-r)

Ry Mech Eng—Railway Mechanical Engineer. $3; single numbers 35c. m Simmons-Boardman Pub. Co, 30 Church St, New York (1v:Ja v114;i-r)

S A E J—S.A.E. Journal. $10; single numbers $1. m Society of Automotive Engineers, Inc, 29 W 39th St, New York (2v:Ja,Jl v46-47;i-l)

Safety Eng—Safety Engineering. $3; single numbers 25c. m Safety Engineering, 75 Fulton St, New York (2v:Ja,Jl v79-80;i-s)

Sales Management—Sales Management. $4; single numbers 20c. s-m Sales Management, Inc, 420 Lexington Av, New York (2v:Ja,Jl v46-47;i-none)

Published semi-monthly beginning May 1, 1932 except in April and October when it is published three times a month

Sci Am—Scientific American. $4; single numbers 35c. m Munn & Co, Inc, 24 W 40th St, New York (2v:Ja,Jl v162-163;i-s)

Science—Science. $6; single numbers 15c. w Science Press, Grand Central Terminal, New York (2v:Ja,Jl v91-92;i-s)

Sheet Metal Worker—Sheet Metal Worker. $2; single numbers 25c. m Edwin A. Scott Pub. Co, Inc, 45 W 45th St, New York (1v:Ja v31;i-s)

Sibley J. See Cornell Eng

Soc Chem Ind J—Journal of the Society of Chemical Industry. £4 4s; single numbers 1s 10d. m Society of Chemical Industry, Royal School of Mines, Prince Consort Rd, South Kensington, London, S.W. 7 (1v:Ja v59;i-r)

In two separately paged sections; Transactions and British Chemical Abstracts

Price includes Chemistry & Industry formerly a section of the Journal

Soc Dyers & Col J—Journal of the Society of Dyers and Colourists. 60s; single numbers 5s. m Society of Dyers and Colourists, Ocean Chambers, 32-34 Piccadilly, Bradford, Yorkshire, England (1v:Ja v56;i-l)

Soc for Advan of Management J. See Advanced Management

Soc Ing Civils Mémoires—Mémoires de la Société des Ingénieurs Civils de France. 200 fr. bi-m Hotel de La Société, 19, Rue Blanche, Paris, France (9ᵉ) (1v:Ja v91)

Special Lib—Special Libraries. $5; single numbers 50c. m (S-Ap) bi-m (My-Ag) Special Libraries Association, 31 E 10th St, New York (1v:Ja v31;i-l)

Spectator (Life ed)—Spectator; American Review of Life Insurance. $2; with Property ed $3; single numbers 25c. bi-w Chilton Co, Chestnut & 56th Sts, Philadelphia (2v:Ja,Jl v144-145;i-s)

Changed from weekly to bi-weekly July 11, 1935, v 135, no 1

Spectator (Property ed)—Spectator; Property Insurance Review. $2; with Life ed $3; single numbers 25c. bi-w Chilton Co, Chestnut & 56th Sts, Philadelphia (1v:Jl v6;i-s)

Began publication July 4, 1935, v 1, no 1

Stahl & Eisen—Stahl und Eisen. RM 40; single numbers RM 1.50 w Verlag Stahleisen, m.b.H, Düsseldorf, Germany (1v:Ja v60;i-s)

Not indexed after May 16, 1940 number and several earlier numbers missing

Steel—Steel. $4; single numbers 25c. w Penton Pub. Co, Penton Bldg, Cleveland, O. (2v:Ja,Jl v106-107;i-r)

Survey of Cur Business—Survey of Current Business. U. S. Bureau of Foreign and Domestic Commerce, Division of Business Review. $2; single numbers 15c. m Superintendent of Documents, Washington, D.C. (1v: Ja v20;i-none)

Advance leaflets [5c] are distributed every week to subscribers in the United States. The leaflets are usually mailed on Thursdays and give such information as has been received during the preceding week

Survey of Cur Business 1940 Sup. U.S. Bureau of Foreign and Domestic Commerce, Division of Business Review; 40c. Superintendent of Documents, Washington, D.C.

System—System and Business Management. See American Business

Textile Col—Textile Colorist. $5. m Textile Colorist, Inc, 233 Broadway, New York (1v:Ja v62;i-s)

Textile Inst J—Journal of the Textile Institute. 48s; single numbers 4s. m Textile Institute, 16 St Mary's Parsonage, Manchester 3, England (1v:Ja v31;i-l)

Textile World—Textile World. $1.50; single numbers 25c. m McGraw-Hill Pub. Co, Inc, Bragdon, Lord & Nagle Division, 330 W 42d St, New York (1v:Ja v90)
Annual index appears in Textile World yearbook and catalog

Transit J—Transit Journal. $3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York (1v:Ja v84;i-s)
Formerly Electric Railway Journal

Trust Companies. See Trusts & Estates

Trusts & Estates—Trusts and Estates. $5; single numbers 60c. m Fiduciary Publishers, 50 E 42d St, New York (2v:Ja,Jl v70-71;i-s)
Formerly Trust Companies

U S Agric—Publications. U.S. Dept. of Agriculture, Division of Publications, Washington, D.C.
Selected contributions from the Bureau of Chemistry, Forest Service and Public Roads Bureau and other publications on technical subjects are indexed

U S Bur For & Dom Com Domestic Commerce
* **Ser**—U.S. Bureau of Foreign and Domestic Commerce, Washington, D.C.

U S Bur For & Dom Com Trade Information
* **Bul**—U.S. Bureau of Foreign and Domestic Commerce, Washington, D.C.

U S Bur For & Dom Com Trade Promotion
* **Ser**—U.S. Bureau of Foreign and Domestic Commerce, Washington, D.C.

U S Bur Labor Statistics Bul—United States. Bureau of Labor Statistics. Bulletin. Distributed free of charge. U.S. Bureau of Labor Statistics, Washington, D.C.

U S Bur Mines Bul—United States. Bureau of
† Mines. Bulletin. U.S. Bureau of Mines, Washington, D.C.

U S Bur Mines Information Circ—United States.
† Bureau of Mines. Information Circular. U.S. Bureau of Mines, Washington, D.C.

U S Bur Mines Rep of Invest—United States.
† Bureau of Mines. Reports of Investigations. U.S. Bureau of Mines, Washington, D.C.

U S Bur Mines Tech Pa—United States. Bu-
† reau of mines. Technical Paper. U.S. Bureau of Mines, Washington, D.C.

U S Geol S Bul—United States Geological Survey. Bulletin. U.S. Geological Survey, Washington, D.C.

U S Geol S Professional Pa—United States Geological Survey. Professional Paper. U.S. Geological Survey, Washington, D.C.

U S Nat Advisory Com for Aeronautics—United States National Advisory Committee for Aeronautics, Washington, D.C. Annual reports.
(Twenty-fifth annual report, 1939, including Technical reports nos. 645-680)

U S Nat Bur Stand—United States National
‡ Bureau of Standards. Circular. U.S. National Bureau of Standards, Washington, D.C.

U S Women's Bur Bul—United States. Women's Bureau. Bulletin. U.S. Women's Bureau, Washington, D.C.

V D I—Zeitschrift des Vereines Deutscher Ingenieure. RM 36; single numbers RM 1.75 w VDI-Verlag G. m. b. H, Dorotheenstr. 40, Berlin NW 7, Germany (1v:Ja v84;i-none)
Not indexed after May 25, 1940 number and several earlier numbers missing

W Soc E J—Journal of the Western Society of Engineers. $3; single numbers 75c. bi-m Western Society of Engineers, 205 W Wacker Drive, Chicago (1v:F v45;i-s)

Water Works & Sewerage—Water Works & Sewerage. $2; single numbers 25c. m Gillette Pub. Co, 330 So. Wells St, Chicago (1v:Ja v87; i-s)

Weekly Underw—Weekly Underwriter. $5; single numbers 25c. w Underwriter Printing and Publishing Co, 80 Maiden Lane, New York (2v:Ja,Jl v142-143;i-l)

Western Soc of Eng J. See W Soc E J

Wireless Eng—Wireless Engineer. 32s; single numbers 2s 8d. m Iliffe & Sons, Ltd, Dorset House, Stamford St, London, S.E. 1 (1v:Ja v17;i-s)
Formerly Experimental Wireless and The Wireless Engineer

Wis U Eng Exp Sta Bul—Bulletin of the University of Wisconsin, Engineering Experiment Station Series. irr Univ. of Wis, Madison

Zeit Ver Deutsch Ing—See V D I

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* The free distribution of publications of the Bureau of Foreign and Domestic Commerce is confined almost entirely to government officers, educational institutions, libraries, the press, and commercial organizations. Others may purchase them from the Superintendent of Documents, Government Printing Office, Washington, D.C.

† United States Bureau of Mines Publications for sale by Superintendent of Documents, Government Printing Office, Washington, D.C. Reports of Investigations and Information Circulars distributed by Bureau.

‡ The official (free) distribution of publications of the Bureau is limited to government offices, public libraries, educational institutions, scientific societies, and cooperating experts. Others may purchase them from the Superintendent of Documents, Government Printing Office, Washington, D.C.

Key to General Abbreviations

+	continued on later pages of the issue	Je	June
abr	abridged	Jl	July
Ag	August	Mr	March
Ap	April	My	May
arch	architect	n s	new series
bibliog	bibliography	N	November
comp	compiled or compiler	no	number
cond	condensed	O	October
cont	continued	p	page
D	December	pl	plate
diag	diagram	por	portrait
ed	edited or edition or editor	pseud	pseudonym
F	February	pt	part
i	index	rev	revised
il	illustrations	S	September
inc	incorporated	sup	supplement
Ja	January	tr	translated or translation or translator
		v	volume

Sample entry: Budgeting to cut unit costs; Talon, incorporated. P. K. Poulton and P. H. Goldsmith. Factory Management 97:48-52+ O '39

Explanation: An article with the title given above will be found in Factory Management, volume 97, pages 48 to 52 (continued on later pages of the same issue) the October 1939 number.

Abbreviations of Publishers' Names Used in Book Titles

A.I.M.E. American Institute of Mining and Metallurgical Engineers, 29 W 39th St, N.Y.
Am. Acad. of Pol. and Soc. Sci. American Academy of Political and Social Science, 3457 Walnut St, Philadelphia
Am. Book Co. American Book Company, 88 Lexington Av, N.Y.
Appleton-Century. D. Appleton-Century Co, Inc, 35 W32d St, N.Y.

Baird. H. C. Baird & Co, 2 W 45th St, N.Y.
Blakiston. The Blakiston Company, 1012 Walnut St, Philadelphia
Blue Ribbon Books, Inc, 14 W 49th St, N.Y.
Bobbs. Bobbs-Merrill Co, 724 N Meridian St, Indianapolis; 468 4th Av, N.Y.
Bruce Pub. Bruce Publishing Company, 524-544 N Milwaukee St, Milwaukee, Wis; 330 W 42d St, N.Y.

Callaghan. Callaghan & Co, 401 E Ohio St, Chicago
Carnegie Endowment. Carnegie Endowment for International Peace, 700 Jackson Pl, NW, Washington, D.C.
Carswell Co, Ltd, 145-149 Adelaide St, W, Toronto, 2
Century Co. See Appleton-Century
Chemical Catalog Co. See Reinhold Pub. Corp.
Chemical Pub. Co, 148 Lafayette St, N.Y.
Columbia Univ. Press, 2960 Broadway, N.Y. American Agents for the Publications of the League of Nations
Commerce Clearing House. Commerce Clearing House, Inc, Loose Leaf Service Division of The Corporation Trust Company, 205 W Monroe St, Chicago; 350 5th Av, N.Y.
Covici. Covici Friede, Inc, 435 E 24th St, N.Y.
Crofts. F. S. Crofts & Co, 41 Union Sq, W, N.Y.
Crowell. T. Y. Crowell Company, 432 4th Av, N.Y.

Davis. F. A. Davis Company, 1914-1916 Cherry St, Philadelphia
Day. John Day Co, Inc, 2 W 45th St, N.Y. Publications handled and sold by Reynal & Hitchcock, Inc, 386 4th Av, N.Y.
Dodd. Dodd, Mead & Co, 443-449 4th Av, N.Y.
Doubleday. Doubleday, Doran & Co, 14 W 49th St, N.Y.
Drake. Frederick J. Drake & Co, 600 W Van Buren St, Chicago
Dutton. E. P. Dutton & Co, 286-302 4th Av, N.Y.

Engineers Book Shop, 168 E 46th St, New York

Farrar. Farrar & Rinehart, Inc, 232 Madison Av, N.Y.

Ginn. Ginn & Co, (Educational text-bks.) 15 Ashburton Place, Boston; 2301-2311 Prairie Av, Chicago; 70 5th Av, N.Y.
Gregg. Gregg Publishing Company, 270 Madison Av, N.Y; 6 N Michigan Av, Chicago

Harcourt. Harcourt, Brace & Co, 383 Madison Av, N.Y.
Harper. Harper & Brothers, 49 E 33d St, N.Y.
Harvard Univ. Press, Pub. Dept, 38 Quincy St, Cambridge, Mass.
Heath. D. C. Heath & Co, 285 Columbus Av, Boston; 180 Varick St, N.Y; 1815 Prairie Av, Chicago
Henley. Norman W. Henley Pub. Co, Putnam Bldg, 2 W 45th St, N.Y.
Holt. Henry Holt & Co, 257 4th Av, N.Y; 2626 Prairie Av, Chicago
Houghton. Houghton, Mifflin Co, 2 Park St, Boston; 432 4th Av, N.Y; 2500 Prairie Av, Chicago; 500 Howard St, San Francisco

Int. Labor Office. International Labor Office, 734 Jackson Pl, NW, Washington, D.C.

Knopf. Alfred A. Knopf, 501 Madison Av, N.Y.

Lippincott. J. B. Lippincott Co, 227-231 S 6th St, Philadelphia
Little. Little, Brown & Co, 34 Beacon St, Boston
Liveright. Liveright Pub. Corp, 386 4th Av, N.Y.
Longmans. Longmans, Green & Co, 55 5th Av, N.Y.

McGraw-Hill. McGraw-Hill Bk. Co, Inc, 330 W 42d St, N.Y.
Macmillan. The Macmillan Co, 60 5th Av, N.Y.
Manual Arts Press, 237 N Monroe St, Peoria, Ill.
Morrow. William Morrow & Co, Inc, 386 4th Av, N.Y.

Nat. Bur. Econ. Research. National Bureau of Economic Research, Inc, 1819 Broadway, N.Y.
Nat. Ind. Conf. Bd. National Industrial Conference Board, Inc, 247 Park Av, N.Y.
National Research Council, 2101 Constitution Av, NW, Washington, D.C.
Nelson. Thomas Nelson & Sons, 385 Madison Av, N.Y.
Norton. W. W. Norton & Company, Inc, 70 5th Av, N.Y.

Oxford. Oxford University Press, 114 5th Av, N.Y.; 480-486 University Av, Toronto, 2; (Clarendon Press, and Humphrey Milford Imprints), Amen House, London, E.C. 4

Penton Pub. Co, 1213 W 3d St, Cleveland, O; 110 E. 42d St, N.Y.
Pitman. Pitman Pub. Corp, 2-6 W 45th St, N.Y.
Prentice-Hall, Inc, 70 5th Av, N.Y.
Princeton Univ. Press, Princeton, N.J.
Putnam. G. P. Putnam's Sons, Putnam Bldg, 2-6 W 45th St, N.Y.

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Obsolescence
Overhead expense
Payrolls
Profit
Punched card system
Sales records
Stores systems
Surplus
Valuation

also subdivision Accounting under special subjects, e.g.

Brokers
Colleges and universities
Containers, Returnable
Contracts, Government
Corporations
Cotton mills
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Factories
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Advertising agencies and other headings beginning Advertising
Audit bureau of circulations
Bank advertising
Business
Catalogs
Color in advertising
Community advertising
Containers
Electric signs
Follow-up systems
Government advertising
House organs
Merchandizing
Moving pictures in advertising
Odors in advertising
Posters
Premiums (merchandizing)
Printing trade—Advertising service
Publicity
Radio advertising
Sales letters
Show windows
Slogans
State advertising

also subdivision Advertising under special subjects, e.g.

Automobile industry and trade
Building trades
Cigarets
Department stores
Dog food
Electric utilities
Food industry and trade
Gas, Natural
Gas industry
Hotels
Insurance
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Motor bus lines
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Advertising display tie-in ups sales; General Electric current magazine advertisement added to dealer counter display. H. F. Barnes. il Adv & Sell 33:27 Jl '40

Arrow men get results with dealer advertising plan. il Sales Management 47:28+ O 10 '40

Bakery promotion for Dionne quintuplet bread offered to independent bakers by the Bakers research bureau. il Ptr Ink 189:19-20 D 29 '39

Billy and Ruth; co-operative merchandising; Supplee-Biddle and other wholesalers to help independent dealers re-sell toys. E. Peterson. il Ptr Ink 189:21-4 D 1 '39

ADVERTISING—Dealer helps—*Continued*

Check list for promotional material; abstract. Management R 29:257-8 Jl '40
Football broadcasts gain ground for Tide Water in off season. il Sales Management 47:37+ N 1 '40
Novelty direct mail brings customers to dealers; Shell oil company. H. L. Curtis. il Ptr Ink 190:19-21 Ja 5 '40
Point-of-sale displays through dealers' eyes; Printers' Ink Monthly special study. A. M. Howe. il Ptr Ink Mo 39:20-2+ D '39
Reliable rules for winning display space in fashion outlets; American lady corset co. il Sales Management 47:49-50 S 1 '40
Sales helps advertised to the trade. il Ptr Ink Mo 41:36 Ag '40
Success story; Harvey-Whipple oil burners. C. B. Larrabee. Ptr Ink 193:27, 30, 32-3 N 8 '40
Waste in display materials, and how to cure it. G. L. DeBeer. il Sales Management 47: 50, 54-5 S 1 '40

See also
Advertising, Point-of-sale

Dealers, Appeal to

Dealer follow-up; systematic mail plan gets retailers to build immediate sales out of consumer inquiries; Nurre mirrors. Ptr Ink 193:83-6 N 1 '40
How to win dealers to influence sales. G. Bijur. il Adv & Sell 33:22-3, 38+ Ag '40
Making merchandising publications part of the sales plan; Printers' Ink Monthly special study. il Ptr Ink Mo 41:19-22, 45+ N '40
Mr Adam Average; Hart Schaffner & Marx book, following up salesmen's calls, dramatizes national advertising. A. M. Howe. il Ptr Ink 192:15-17 Ag 30 '40
Sales helps advertised to the trade. il Ptr Ink Mo 41:36 Ag '40
Sales of Kansas salt grow as direct mail reaches 10,000 jobbers and dealers; Carey salt company. C. J. Swan. il Ptr Ink 189:17-20 N 24 '39
Year's sales jump 34%; Northmont Hosiery mill used mails to emphasize national advertising. C. J. Swan. Ptr Ink 190:29, 32 Mr 1 '40

Dealers' salesmen, Appeal to

We sound reveille for the store clerk who yawns at our product; Hart, Schaffner & Marx mailings to salesmen's homes. E. R. Richer. il Sales Management 46:36-7 Ap 20 '40

Economic aspects

Advertising and selling process. H. R. Tosdal. Ann Am Acad 209:62-70 My '40
Advertising held necessary to business at this time. D. M. Hobart. Comm & Fin Chr 151:2582 N 2 '40
Advertising, is it a monopoly? tobacco case. Ptr Ink Mo 41:28+ S '40
Cigarette high cost. M. O'Dea. Ptr Ink 190: 69 Ja 12 '40
Eyeful for advertising critics who think consumers are being gypped; United Wallpaper campaign inspired company to build product to standard of excellence. A. J. Browning. il Sales Management 45:24-6 D 1 '39
How U. S. business can be mainspring of defense program; full productive capacity is demanded. P. Hollister. Ptr Ink 191:11-14, 98, 100 Je 28 '40; Adv & Sell 33:17-18+ Jl '40
Place of advertising in the American scheme. R. S. Butler. Adv & Sell 33:88+ F 15 '40
Sharply challenging questions are here submitted to 20th century fund. L. D. H. Weld. Ptr Ink 190:64, 66-8 F 2 '40
War on advertising as monopoly breeder is more than talk. Ptr Ink 192:9-10, 57-60 Ag 30 '40
What the public thinks about advertising and loss-leaders. D. Hartwell. il Food Ind 12: 56-7 S '40
Why consumer gains profit from his part of advertising's cost. P. Hollister. Ptr Ink 190: 11-13+ F 23; 55-6, 58-64 Mr 1 '40

Engineers, Appeal to

Engineer talks to industrial advertisers. H. Madeheim. diags Ptr Ink Mo 41:12+ Jl '40

Examinations, questions, etc.

Adlandia; an advertising quiz. M. O'Dea. 70p pa $1 Mark O'Dea, 400 Madison av, New York '40

Family of products

How business papers are used and misused in advertising lines of products. D. Gridley. Ptr Ink 192:25-6, 30 Ag 23 '40

Farmers, Appeal to

Letter to 500,000 farmers pulls 14.2%; mailing is preceded by 12 tests; Southern states iron roofing company. il Ptr Ink 192:17-20 Jl 5 '40
Test mailings among farmers; Southern states iron roofing co. Ptr Ink Mo 40:39-40 Ja '40

See also
Advertising mediums
—Farm papers

Golfers, Appeal to

Promoting the pro; Wilson sporting goods campaign, mentioning no merchandise, sells services of club professional to golfers. il Ptr Ink 190:19-20 Mr 8 '40

Industries, Appeal to

Builds quick acceptance for better product in industrial markets; American screw company. H. Mayoh. il Ptr Ink 193:75-8+ N 1 '40
Direct mail that draws bead, calls its shots, and records them; air conditioning equipment sold to bakeries by mail. A. H. Little. il Ptr Ink 189:23-6 D 15 '39
How G-E collects installation pictures. il Ptr Ink Mo 41:41-2+ N '40
How to be human in industrial advertising; Le Blond machine tool co. K. B. White. il Ptr Ink 192:15-17+ S 20 '40
Industrial copy ties into defense. il Adv & Sell 33:28-9 S '40
More you tell, the more you sell; industrial-advertising trend that consumer advertisers could follow. A. H. Little. Ptr Ink 190: 69-70, 72-3 F 2 '40
Technical publicity association seminars show advertising can cut industrial sales cost. Sales Management 46:73 Je 1 '40
Ticklish job of selling to industry; Cash company boosts sales of old valve through stress put on its more modern, more expensive competing line. il Ptr Ink Mo 40: 46+ F '40
What motivates business buyers. D. J. Duncan. Harvard Business R 18 no 4:448-54 [Jl] '40
Woman builds big industrial business from small start; Kellems products, inc. E. H. Pearson. Ptr Ink 193:9-12 O 4 '40

Inquiries

Follow-up value; inquiry survey brings 37% response and shows that 13.7% of prospects become purchasers, Hartmann trunk company, Racine, Wis. P. H. Erbes, jr. il Ptr Ink 192:17-20 Jl 12 '40
Hooks in name only; study in inquiry-getting as suggested by Associated business papers Tell-all campaign. L. S. White. il Ptr Ink 191:15-18 My 31 '40
How 200 advertisers respond (if at all) when consumer writes in an inquiry; P.I. third study. P. H. Erbes, jr. Ptr Ink 190:9-11+ Mr 1 '40
Letters to inquirers; analysis of subject matter, presentation and style used by 110 advertisers. Ptr Ink 192:30, 33, 36 S 6 '40
When retailer makes inquiry: follow-up letter plan that works via wholesaler. C. A. Emley. Ptr Ink 191:77-8 My 31 '40
Who handles it? dealer identification in connection with mailings to booklet or sample inquirers. il Ptr Ink 191:19-22 Ap 5 '40
Why inquiry tests can predict vital sales factor in advertising copy. F. S. Newbery, jr. Ptr Ink 193:23-4, 28-9 O 4 '40

ADVERTISING—*Continued*

Jobbers, Appeal to

Sales of Kansas salt grow as direct mail reaches 10,000 jobbers and dealers; Carey salt company. C. J. Swan. il Ptr Ink 189:17-20 N 24 '39

Laws and regulations

After two years of Wheeler-Lea. P. B. Morehouse. Adv & Sell 33:22-3+ My '40
Automobile manufacturer's and dealer's liability; false advertising of safety features; digest of recent cases. J. L. Roesch. Spectator (Property ed) 5:22-3 N 30 '39
Check list of FTC taboos; quotations from stipulations and cease and desist orders, under product headings. Adv & Sell 33:31-2, 56, 60 Mr; 48, 50+ Ap '40
Claims the FTC won't let you make; a check-list of Federal trade commission taboos in food advertising. N. R. Abelson. il Food Ind 12:61-2 Jl; 56-7 Ag '40
Court upholds G.M. 6% ruling. Ptr Ink 192: 58 Ag 23 '40
Cry babies! upholding proposed F.T.C. inquiry, accuses advertising men. J. P. McGranery. Ptr Ink 191:15-17 Ap 19 '40
Department of justice's position in respect to advertising. T. Arnold. Ptr Ink 193:28, 32 N 1 '40
F.T.C. advertising procedure criticized. Oil Paint & Drug Rep 138:3+ Jl 15 '40
FTC blue pencil: before and after; collection of copy claims and advertisements published before and after signing of FTC stipulations. il Adv & Sell 33:25-7 Ja '40
F.T.C. observes advertising for a year, and here is what it now thinks. Ptr Ink 192: 53-4, 56-7 Jl 19 '40
F.T.C. puzzles over warnings in drug ads. Oil Paint & Drug Rep 137:4+ F 5 '40
F.T.C. reports on 1939 work affecting advertising, trade practice, consumers. Ptr Ink 189:63-7 D 29 '39
Federal trade commission review of harmful advertising. P. B. Morehouse. Ind & Eng Chem News ed 18:439-40 My 25 '40
F.T.C. reviews Patman act and ad control activities; annual report, year ended June 30, 1939. Oil Paint & Drug Rep 137:3+ Ja 1 '40
Federal trade commission's attitude toward advertising. R. E. Freer. Ptr Ink 190:77, 80-2 Mr 22 '40
Flags are barred to advertisers. A. W. Gray. Inland Ptr 104:25-6 F '40
Four questions on Wheeler-Lea. J. Benson. Adv & Sell 33:28-9 Ap '40
General motors corp. and Ford motor co. ordered to cease using 6% in instalment plan advertisements. Comm & Fin Chr 149: 3800 D 16 '39
Industrial property, prohibition of premiums and gifts as an advertising medium in Cuba. For Comm W 1:197-8 N 2 '40
Listerine beleaguered; FTC launches new action. Business Week p39-40 Ag 24 '40
Much advertising regulation in U.S.? well, see what is done elsewhere. S. Carter. il Ptr Ink 190:23-6+ Mr 15 '40
P.I. model statute. map Ptr Ink 191:21-4 My 31 '40
Protection of advertising in Mexico. J. L. Brown. Comm Rep p391 Ap 27 '40
Standards bureau tests confidential; may not be used for advertising purposes. Oil Paint & Drug Rep 138:3 Jl 29 '40
Town Hall consumer debate keeps things lively at Four-A convention; To what extent should advertising be controlled and by whom? H. L. Stephen. Ptr Ink 191:69-70+ My 24 '40
What is false advertising? FTC case against Good Housekeeping. Business Week p24-6 D 23 '39
Women, at F.T.C.-Good Housekeeping hearing, make strong case for advertising. D. E. Rowan. Ptr Ink 189:43-4+ D 8 '39

Market selection

Spotting of primary markets essential to profitable advertising emphasis. H. Schwerin. Ptr Ink 192:15-17+ S 27 '40

Negroes, Appeal to

Advice on the Negro; Los Angeles league guides advertisers. Business Week p47-8 Ap 13 '40

Objectives

How advertisers can help in consumer education movement; what buyers want to know. K. Dameron. Ptr Ink 190:13-15+ Mr 29 '40

Physicians, Appeal to

Abbott laboratories, an ethical drug house il Fortune 22:62-9+ Ag '40
Direct-mail advertising to doctors; Chicago survey. J. E. Jeuck. J Business 13:17-38 Ja '40
House organ in difficult field; Ciba pharmaceutical products, inc. Ptr Ink Mo 41:21-2 Jl '40

Planning

Vamp-till-ready sales program that gives competition the jump; sales and advertising plans frequently do not get under way until spring. H. Clark. Sales Management 46:68+ F 1 '40

Premiums

See also
Advertising copy—Premium offers
Radio advertising—Premium offers

Prize contests

After hours; contests and premiums. C. G. Gaubert. Ptr Ink 192:6 Ag 30 '40
And now, let's look at contests. M. Rollins. Adv & Sell 33:17-19, 74+ N '40
Consumer contest pulls 35,000 shoe designs for Brown shoe company. A. G. White. il Sales Management 45:46, 48+ D 15 '39
Consumer contests; Printers' Ink Monthly special study. A. M. Howe. il Ptr Ink Mo 41: 17-20, 50, 52-3+ Jl '40
Magic box tops. W. G. Myers. Adv & Sell 33:27 Ag '40
Package decorations provide contest theme; Shulton's Early American old spice products. il Ptr Ink Mo 40:25-6 Ap '40
Photo contests click; promotion stunts for national advertisers. il Business Week p32-4 Ja 6 '40
3,752 customers step through their electric bills; letter writing contest; Alabama power company's campaign to get customers to read the company's advertising. il Elec W 112:1447-8 N 18 '39
Value of a consumer contest shouldn't be measured by volume of entries; Air Step shoes; Pepsodent; Pard; Packard. il Ptr Ink 190:17-19, 81-4 Mr 15 '40
What states get most contest prizes? prize distribution on basis of 30 nation-wide contests held during the past two years. J. O. Bentley. map Adv & Sell 32:35, 48 D '39

Psychology

Adventures in business psychology; three case studies from an advertising agency's files. M. K. Powers. Nation's Business 27:34+ D '39
After hours; reader's attitude toward advertisement seldom neutral. D. A. Laird. Ptr Ink 193:6 O 4 '40
Care and feeding of copy; popularity review of themes and appeals over past three years. J. Thompson. Adv & Sell 33:25-7 Mr '40
Motives as a tool of market research. D. McGregor. Harvard Business R 19 no 1:42-51 [S] '40
Spotting of primary markets essential to profitable advertising emphasis. H. Schwerin. Ptr Ink 192:15-17+ S 27 '40
Wantage, the oomph factor in advertising appeals. B. Brooker. il Ptr Ink Mo 41:14-15+ Ag '40

See also
Advertising copy
Advertising research

Purchasing

Is hand-to-mouth advertising here to stay? L. Jonson. Adv & Sell 33:17-18, 44 Ap '40

ADVERTISING—*Continued*

Rates

Circulation and rates, principal magazines. Ptg Art 68 no 4:D10+ '40

For good typography; suggesting that business papers make a charge for ad setting. E. T. Gundlach. Ptr Ink 192:22 S 20 '40

Milline rate is not measure of advertising cost; how to use it properly. R. Dunne. Ptr Ink 189:30+ D 15 '39

Newspapers test three big ideas; Mid-western effort to standardize rate differentials. Business Week p34 Mr 9 '40

Rate differential rises. Ptr Ink 192:57 S 6 '40

Returns

Roman Cleanser proves it doesn't take a million to advertise; small space, continuity and consistency in advertising. il Sales Management 46:28, 30 F 1 '40

Sales of all apples boosted by this advertising, but advertiser gains most; survey of five Texas cities. Ptr Ink 190:17-19 Ja 12 '40

See also

Advertising—Inquiries

Advertising, Mail—Returns

Samples

See Samples (merchandizing)

Schedules

Can we justify the advertiser's grudge against Saturday editions. B. E. Tacks. Sales Management 45:60+ D 1 '39

Check list for summer advertising. G. Bijur. Adv & Sell 33:38-9 My '40

Continuity in magazine advertising; a three-year study of the insertion policies of national advertisers. Ptr Ink Mo 41:20-1+ S '40

Football broadcasts gain ground for Tide Water in off season. il Sales Management 47:37+ N 1 '40

How regular insertions can buy new customers; case of a flour miller. F. E. Fehlman. il Adv & Sell 33:35, 56-8 O '40

20-point checklist that will help in preparing winter advertising. G. Bijur. Ptr Ink 192:21-3 Ag 23 '40

When direct-result advertisers spend the most money: a percentage study by months. V. O. Schwab. Ptr Ink 191:26, 30+ Ap 5 '40

Schools, Appeal to

Booklet circulates more than a million; Brief story about Sea Island cotton. il Ptr Ink Mo 41:40 Ag '40

Display your products, and why not? cement samples and advertising material for schools and colleges. E. Zetterberg. Concrete (mill sec) 48:205 Jl '40

Reaching the teacher. Business Week p40-1 O 5 '40

Special weeks

See Advertising campaigns—Special weeks

Statistics

Advertising and industrial production usually rise and fall together; study of 1915 and present war periods. L. D. H. Weld. Ptr Ink 189:25-6+ D 29 '39

Advertising dollar volume. Ptr Ink 192:102 Ag 2 '40

Advertising, 1936-1939. Survey of Cur Business 1940 Sup p24-6 [supplemented in monthly numbers]

Advertising prospects look good. Business Week p34+ My 4 '40

Advertising stages a comeback; national advertising media, 1939. Business Week p38-40 Ja 20 '40

Advertising started upgrade in 1939, and prospects for 1940 are favorable. L. D. H. Weld. Ptr Ink 190:19-22 F 16 '40

Advertising, up 2.7% in first half of 1940, is now due for better showing. L. D. H. Weld. Ptr Ink 192:13-16 Ag 23 '40

Advertising upturn indicated by banking operations; a P.I. index study. L. D. H. Weld. Ptr Ink 192:23-5 S 27 '40

Expenditure patterns in three media groups; pictograph. Sales Management 47:45 N 15 '40

Farm publications; advertising linage for January. Ptr Ink 190:73-4 Ja 19 '40 [cont monthly]

Growth of advertising since Civil war: 45 million then, a billion 600 million now. L. D. H. Weld. Ptr Ink 191:15-17 Ap 5 '40

How news print consumption hooks up with advertising; P.I. index comparison. L. D. H. Weld. Ptr Ink 191:17-20 My 24 '40

Increased advertising volume well into 1941 indicated by statistical study. L. D. H. Weld. Ptr Ink 192:13-16 Ag 9 '40

January magazine advertising, 1938-1940. Ptr Ink 190:92, 94, 96 Ja 12 '40 [cont monthly]

Magazine advertising; five semi-annual totals. Ptr Ink 192:103-6 Ag 2 '40

Magazine indexes; monthly indexes for general monthly, weekly, and women's service magazines. Ptr Ink 191:44 Ap 26 '40 [cont monthly]

New P.I. magazine indexes show advertising volume of three major groups: general monthlies, weeklies, and women's service group. L. D. H. Weld. Ptr Ink 191:21-4 My 10 '40

Newspaper advertising volume as influenced by sales of department stores. L. D. H. Weld. Ptr Ink 192:19-22 Jl 26 '40

1939 advertisers; 342 each invest more than $100,000 in three media; 41 more than a million; five-year analysis of magazine, radio and farm paper advertising. Ptr Ink 190:49-111 Ja 26 '40

1939 advertising up. L. D. H. Weld. Ptr Ink 190:13-16 Ja 12 '40

$1,600,000,000 spent for 1939 advertising. L. D. H. Weld. Ptr Ink 190:13-16 Mr 1 '40

Review of railroad advertising in '39. F. Snow. Adv & Sell 33:46, 48-9 Je '40

$7,000,000 in newspaper advertising; $400,000,000 in sales! story of State street and the part newspaper advertising has played in its development. G. A. Brandenburg. il Ptg Art 68 no 4:C16+ '40

Ten-year growth record of advertising revenues in Sales Management's annual surveys of buying power; pictograph. Sales Management 46:59 Ap 10 '40

What states get most contest prizes? prize distribution on basis of 30 nation-wide contests held during the past two years. J. O. Bentley. map Adv & Sell 32:35, 48 D '39

When direct-result advertisers spend the most money: a percentage study by months. V. O. Schwab. Ptr Ink 191:26, 30+ Ap 5 '40

See also

Advertising, Mail—Statistics

Advertising appropriations

Radio advertising—Statistics

Stockholders, Appeal to

Advertising's place in business scheme; as Hill looks at it; letter to stockholders, American Tobacco. G. W. Hill. Ptr Ink 190:13-15 F 9 '40

In greeting new stockholders leading advertisers find public relations asset; methods of General Motors, General Foods, Borden's and others. D. Gridley. Ptr Ink 189:71-2+ D 8; 19-22 D 15 '39

National Dairy salesmen talk to the stockholders. Sales Management 47:53 O 10 '40

Selling your firm to the stockholders. C. Gore. Adv & Sell 33:68+ Mr '40

This report to stockholders, reversing usual order, features advertising; United wall paper factories, inc., Chicago. H. M. Andrews. Ptr Ink 193:69-70 O 18 '40

Study and teaching

Advertising courses in college are of value. W. A. Lowen. Ptr Ink 191:6 Je 21 '40

After hours; can one learn advertising in school? L. Nejelski. Ptr Ink 191:6 My 31 '40; Reply. G. B. Hotchkiss. 191:66 Je 14 '40

ADVERTISING—*Continued*

Tables, calculations, etc.

See also
Milline

Testing

See Advertisements—Testing; Advertising, Mail—Testing; Advertising campaigns—Testing

Women, Appeal to

400 women rate personal-care ads for attention, interest, conviction. il Sales Management 46:28-30 Je 1 '40

How to solve media problems in testing advertisements addressed to women. C. H. Pinkham. Ptr Ink 193:19-22 O 11 '40

Women read service copy more eagerly than hot war news. C. B. Larrabee. il Ptr Ink 192:13-15, 100-2 Ag 2 '40

Young people, Appeal to

See also
Advertising—
Children, Appeal to

Australia

What is happening in Australia as a result of war conditions. F. Goldberg. Ptr Ink 190:6 Ja 12 '40

Canada

Canadian buying habits change because of war; thoughts for U.S. advertisers. M. Brown. il Ptr Ink 190:23-6, 30+ Ja 26 '40

Exchange restrictions affecting advertising services. Comm Rep p159 F 17 '40

Germany

London and Berlin, via radio, tell A.N.A. convention of Europe's advertising. H. L. Stephen. Ptr Ink 193:61-2 N 1 '40

Great Britain

Advertising within a fortress. C. W. Stokes. il Adv & Sell 33:24, 36 Ag '40

As England fights, volume of British advertising moves up and down. D. W. Walton. Ptr Ink 189:15-16, 61-4 D 1 '39

Blitzkrieg on British advertising. Ptr Ink Mo 39:15 D '39

Bombs give Britain's advertisers tough job, but they carry on. R. Dickinson. il Ptr Ink 193:11-13, 73-5 O 18 '40

British advertising weathers the war. F. M. Cook. il Adv & Sell 33:33+ Ap '40

Courage! this is what advertising really is; examples of heroic carrying on by London advertisers. R. Dickinson. Ptr Ink 193:9-12 N 1 '40

English war-time advertising. il Ptr Ink Mo 39:10-11 D '39

Great Britain meets the emergency. Ptr Ink Mo 40:32 Ap '40

London and Berlin, via radio, tell A.N.A. convention of Europe's advertising. H. L. Stephen. Ptr Ink 193:61-2 N 1 '40

No Quislingism! advertisers carried on in England. Ptr Ink 192:21-2 Jl 5 '40

Japan

Japan's new fad: stampu. W. West. Barron's 20:8 O 7 '40

Latin America

Hemispheric cartel? its meaning to U.S. advertising; German merchandizing, its lessons for the U.S. C. M. Wilson. il Adv & Sell 33:28-30, 60-60a Ag '40

South of the border; advertising to and by Latin America. J. B. Powers. Adv & Sell 33:40+ S '40

Mexico

Protection of advertising in Mexico. J. L. Brown. Comm Rep p391 Ap 27 '40

South America

Advertising in South America. il Sales Management 47:66 Ag 15 '40

United States

Sales machine, kept in highest gear, can lighten tax burden. G. F. Tilton. Ptr Ink 192:61, 64-6+ Jl 12 '40

ADVERTISING, Association

Advertising as a factor for good public relations. P. Truesdell. il Am Pet Inst Proc 21M(1):9-16 My '40; Same cond. Oil & Gas J 39:24+ Je 6 '40

Clever advertising campaign by Limerock association. il Rock Prod 43:46 Je '40

Cooperative activity to sell transit. F. Barnes. Transit J 84:386-7 O '40; Abstract. Mass Transportation 36:248-9 O '40

Dairy cooperative program. Ptr Ink 193:22 O 25 '40

Fifth year; new plans for Association's national advertising. T. J. Strickler. Am Gas Assn Mo 22:244-8 Jl-Ag '40

How Sunkist invests 5 cents a family in advertising. P. S. Armstrong. il Ptr Ink 189:17-20 D 22 '39

Milwaukee sheet metal contractors association advertising warm air heating. Sheet Metal Worker 30:38 N '39

Over-the-counter campaign. Ptr Ink 190:20 Ja 12 '40

Record of association advertising. J. Benson. il Adv & Sell 33:29-30, 60, 62+ Je '40

Sales of all apples boosted by this advertising, but advertiser gains most; survey of five Texas cities. Ptr Ink 190:17-19 Ja 12 '40

Trade groups key advertising to Christmas. il Business Week p44 D 16 '39

Why Mrs America is growing more and more spice-conscious; American spice trade and Durkee advertising. il Sales Management 45:46, 48, 51 D 1 '39

See also
Advertising campaigns—Special weeks

ADVERTISING, Community. See Community advertising

ADVERTISING, Cooperative

Apple men rejoice; Washington growers aided by national advertising. Business Week p44-5 Jl 20 '40

Billy and Ruth; co-operative merchandising; Supplee-Biddle and other wholesalers to help independent dealers re-sell toys. E. Peterson. il Ptr Ink 189:21-4 D 1 '39

Co-operative advertising. Trusts & Estates 69:668-9 D '39

Cooperative advertising, why not? outdoor displays for bus companies. A. Hogg. il map Bus Transportation 19:68-9 F '40

Four-purpose contact; gas range promotion via meat cookery; butchers' cooperation. A. Berry. Am Gas Assn Mo 22:217-18 Je '40

How Pittsburgh coordinates dealer sales work thru Gas appliance promotion division of Ketchum, MacLeod & Grove advertising agency. il Gas Age 86:27+ Jl 4 '40

Story of 22 coal men who refused to take the count. A. R. Stock. il Sales Management 47:20-2+ Jl 15 '40

See also
Advertising, Association

Manufacturers and dealers

50-50 advertising; cooperative effort grows because of retailer's prominent place in merchandising picture. R. Porter. Ptr Ink 191:103-5 Ap 26 '40

How to keep out of hot water on 50-50 advertising with dealers; splitting cost of consumer advertising with department stores. J. C. Cumming. Sales Management 46:52-4+ Ja 15 '40

ADVERTISING, Direct

See also
Package inserts

ADVERTISING, Direct mail. See Advertising, Mail

ADVERTISING, Educational

Awards for campaigns which contribute most to the advancement of advertising as a social force. il Adv & Sell 33:41-3 F 15 '40

Borden's sell advertising as symbol of American democracy. Sales Management 47:59+ Ag 1 '40

Copy clinic; advertisements of National physicians committee for the extension of medical service. E. B. Smith. il Adv & Sell 33:54, 60d, 62 Ag '40

Job for advertisers; selling America to Americans. H. T. Kay. Ptr Ink 192:36 Ag 9 '40

One company speaks for its industry in unselfish war-time series; International harvester co. Ptr Ink 192:23-4 Ag 30 '40

Research uncovers facts for trucking advertising. Ptr Ink Mo 41:13 O '40

Stop Hitler now! Robert Sherwood's ad. Ptr Ink 191:65-6 Je 14 '40

Wanted: security; a challenge to advertisers. Ptr Ink 190:83-4 F 23 '40

Why advertising can't advertise advertising. A. Cobb, jr. Adv & Sell 33:31 O '40

See also

Advertising, Association

Political advertising

ADVERTISING, Foreign

Shipment of samples and advertising matter abroad; revising supplement to Trade promotion series no. 72 (1932 edition). R. P. Wakefield. 100p pa 10c U. S. Bur. of foreign and domestic commerce '40

See also

Radio advertising, Foreign

ADVERTISING, Fraudulent

F.T.C. reports on 1939 work affecting advertising, trade practice, consumers. Ptr Ink 189:63-7 D 29 '39

See also

Advertising—Laws and regulations

Advertising ethics

ADVERTISING, Indirect

How hidden product advertising can be made to produce consumer acceptance. Ptr Ink 192:49-50, 52-3 Ag 30 '40

Packaged themes; American Bemberg instruction bulletins for retail sales people and information on new products for dealers. A. H. Little. il Ptr Ink 189:17-20 D 1 '39

Promoting the pro; Wilson sporting goods campaign, mentioning no merchandise, sells services of club professional to golfers. il Ptr Ink 190:19-20 Mr 8 '40

Sausage imagination; Visking, maker of casings, extends its consumer advertising program. il Ptr Ink 190:23-4 F 16 '40

See also

Advertising, Educational

ADVERTISING, Industrial. See Advertising—Industries, Appeal to

ADVERTISING, Institutional

Electric service is supplied by people working; Louisiana power & light company public relations advertising pictures employees at work. R. C. Paslay. il Elec W 113:1524-6 My 18 '40

Highbrow radio program does double job for California utility; Pacific gas & electric co. Sales Management 46:40+ Je 15 '40

Industrial copy ties into defense. il Adv & Sell 33:28-9 S '40

Penalty of leadership; famous Cadillac advertisement; reproduction. Ptr Ink Mo 41:48 O '40

Public relations house organ; State farm insurance companies, Bloomington, Ill. issues special edition of agents' magazine for policyholders. il Ptr Ink Mo 40:48 Je '40

Wright tells the home town, Paterson, N.J. about airplane engines. R. S. Gall. il Ptr Ink Mo 41:33+ S '40

ADVERTISING, Mail

Agency letters; technique of soliciting accounts by mail. Ptr Ink 192:51-2 Jl 19 '40

Analysis of direct-mail used by 8 agencies in soliciting one account. Ptr Ink 192:23-4, 28, 32-3 Jl 12 '40

Building business for buses. W. M. Anderson. Ptr Ink Mo 41:62-3 S '40

Dealer follow-up; systematic mail plan gets retailers to build immediate sales out of consumer inquiries; Nurre mirrors. Ptr Ink 193:83-6 N 1 '40

Dealers like help like this; Gulf service stations mailing campaign. Ptr Ink Mo 40:22+ Je '40

Direct-mail advertising and selling. F. Egner and L. R. Walter. 215p $3 Harper '40

Direct mail advertising; its function, development and growth. H. J. Buckley. Ptg Art 68 no 4:F1-F4 '40

Direct-mail advertising to doctors; Chicago survey. J. E. Jeuck. J Business 13:17-38 Ja '40

Direct mail pointers; tests by Direct mail laboratory of McGraw-Hill. Management R 29:144 Ap '40

Direct mail that draws bead, calls it shots, and records them; air conditioning equipment sold to bakeries by mail. A. H. Little. il Ptr Ink 189:23-6 D 15 '39

Envelope tactics; study of 206 mailings received by consumer. P. H. Erbes, jr. il Ptr Ink 192:17-20 Jl 19 '40

How agencies use letters and printed matter in going after new accounts; analysis of direct-mail pieces. Ptr Ink 192:49-53 Jl 5 '40

How may we avoid errors in mailing printed advertising? S. F. Beatty. Ptg Art 68 no 4: J 17+ '40

Mr Adam Average; Hart Schaffner & Marx book, following up salesmen's calls, dramatizes national advertising. A. M. Howe. il Ptr Ink 192:15-17 Ag 30 '40

Mr Lapides' gross; a few dollars in direct mail, and delicatessen sales jumped 150 per cent against tough competition. R. Dickinson. Ptr Ink 193:33, 36 O 25 '40

1939 exhibition of advertising photography; photographs for printed advertising. Ptg Art 68 no 3:77-94 [Ja] '40

Novel mailing pieces aid Simmons dealers Am Business 10:54 O '40

Other fellow's grass; it looks greener; maybe, because he cultivates it better. A. H. Little. Ptr Ink 190:97-8+ Mr 29 '40

Packaged themes; American Bemberg instruction bulletins for retail sales people and information on new products for dealers. A. H. Little. il Ptr Ink 189:17-20 D 1 '39

Reducing copy agony; practical directions for direct-mail selling material. F. Egner. Ptr Ink 190:23-4 Ja 12 '40

Salami copy for Mr Lapides. il Adv & Sell 33:22 N '40

Sales of Kansas salt grow as direct mail reaches 10,000 jobbers and dealers; Carey salt company. C. J. Swan. il Ptr Ink 189:17-20 N 24 '39

Some points on how best to use envelope enclosures as advertising aids; enclosures with bills, dividend checks, etc. Ptr Ink 191:95-7 Je 28 '40

Streamlined bazaar; Farmers public market, Los Angeles, almost doubles sales by mail campaign directed at present customers. il Ptr Ink Mo 41:18 S '40

320% increase; cost, $292.94; flies die because of this program, but sales jump; pyrethrum fly spray campaign. il Ptr Ink 190:19-22 Ja 26 '40

Tickets please! shape, colors, and copy of tickets adapted to advertising purposes. Inland Ptr 104:38 N '39

World's series letters; timely mailings from Snuggle products, inc. Ptr Ink 193:36 O 18 '40

Year's sales jump 34%; Northmont Hosiery mill used mails to emphasize national advertising. C. J. Swan. Ptr Ink 190:29, 32 Mr 1 '40

See also

Advertisements—Books and booklets

Calendars

Catalogs

Follow-up systems

House organs

Letterheads

Mail order business

Sales letters

ADVERTISING, Mail—*Continued*

Dealer identification

Who handles it? dealer identification in connection with mailings to booklet or sample inquirers. il Ptr Ink 191:19-22 Ap 5 '40

Folders

Die-cut key folder. il Inland Ptr 106:56 O '40

Three-in-one folder; letterhead, a return-order blank, and a mailing folder. Inland Ptr 106:58 O '40

Ticklish job of selling to industry; Cash company boosts sales of old valve through stress put on its more modern, more expensive competing line. il Ptr Ink Mo 40:46+ F '40

Two ideas combined; chart of felt samples shaped like a manila letter-file folder. il Inland Ptr 104:37 N '39

Postal cards

Novelty direct mail brings customers to dealers; Shell oil company. H. L. Curtis. il Ptr Ink 190:19-21 Ja 5 '40

Printing

Efficiency of advertising printing production; waste of paper and press capacity. L. R. Walter. Ptr Ink Mo 39:13, 31 D '39

Survey by Direct mail advertising association shows waste in commercial work. Inland Ptr 104:50 D '39

Returns

Letter to 500,000 farmers pulls 14.2%; mailing is preceded by 12 tests; Southern states iron roofing company. il Ptr Ink 192:17-20 Jl 5 '40

Statistics

Monthly direct-mail volume. Ptr Ink 190:48 Ja 26 '40 [cont monthly]

Testing

Industrial mailing series and a show me kit; American nickeloid co. il Ptr Ink Mo 41:52 N '40

Letter to 500,000 farmers pulls 14.2%; mailing is preceded by 12 tests; Southern states iron roofing company. il Ptr Ink 192:17-20 Jl 5 '40

ADVERTISING, National

Continuity in magazine advertising; a three-year study of the insertion policies of national advertisers. Ptr Ink Mo 41:20-1+ S '40

Eyeful for advertising critics who think consumers are being gypped; United Wallpaper campaign inspired company to build product to standard of excellence. A. J. Browning. il Sales Management 45:24-6 D 1 '39

How hidden product advertising can be made to produce consumer acceptance. Ptr Ink 192:49-50, 52-3 Ag 30 '40

Is the pot and pan parade a confession of weakness? L. Weinberg, jr. il Adv & Sell 33:33-4 Je '40

Merchandising advertising. P. N. Swaffield. Am Gas Assn Proc 1939:300-4

Nationally advertised brands, at cut prices, form bulk of this co-op's stock; Consumers mail order co-operative. S. Carter. il Ptr Ink 190:25-6+ Mr 22 '40

N.Y. grocers (again) tell brands they like to sell most, and least. il Sales Management 47:40, 44-5+ O 1 '40

1939 exhibition of advertising photography; photographs for national advertising. Ptg Art 68 no 3:45-68 [Ja] '40

Quick sales devices; current methods of getting immediate volume from national magazine and newspaper copy; trade-ins, free offers, one-cent sales, etc. Ptr Ink 192:30+ Ag 16 '40

Two years of preparation, and then new product quickly wins market; how General Mills experimented with KIX, a corn cereal. D. D. Davis. il Ptr Ink 190:11-13+ F 16 '40

Well, it's here! F.T.C. gets appropriation for national advertising inquiry. Ptr Ink 190:113-14 Ja 26 '40

Why Nevins drug company quit ramming private brands down consumers' throats. il Sales Management 45:22-3+ D 1 '39

See also

Advertising appropriations
Advertising campaigns

Local tie-in

How Wrigley tailors its advertising to fit local markets. P. K. Wrigley. Ptr Ink 193:15-18 O 25 '40

Why Washington ties-in to national advertising. W. R. Squier. il Gas Age 86:51-4 O 10 '40

Statistics

See Advertising—Statistics

ADVERTISING, Outdoor

Burma Shave; roadside jingles help bring a shave cream yearly sales increases since their debut. il Adv & Sell 33:33 Ja '40

Cooperative advertising, why not? outdoor displays for bus companies. A. Hogg. il map Bus Transportation 19:68-9 F '40

100% poster audit; outdoor advertisers will now be able to get check on all 270,000 boards. Business Week p25-6 Mr 2 '40

What outdoor copy tests show. il Adv & Sell 33:28-9 O '40

See also

Electric signs
Posters

ADVERTISING, Point-of-sale

Advertising display tie-in ups sales; General Electric current magazine advertisement added to dealer counter display. H. F. Barnes. il Adv & Sell 33:27 Jl '40

Check list for promotional material; abstract. Management R 29:257-8 Jl '40

Co-operative store displays. il Ptr Ink Mo 40:13-15 Je '40

Counter cards in the 5 and 10. A. L. Karp. il Ptr Ink Mo 39:9 D '39

Counter-top selling; ten types of open display fixtures used by manufacturers. Ptr Ink 192:19-22 Ag 9 '40

Double duty piece for Ruberoid; after selling the dealer, it helps to sell product to retail customer. il Inland Ptr 104:32 Ja '40

Flagging store and street traffic with a premium offer. F. H. Waggoner. il Sales Management 46:62-3 Ja 1 '40

Missionary jacks-of-all-jobs win point-of-sale push for Barbey's beer. Sales Management 47:18 O 20 '40

Mounting and finishing of cardboard advertising displays. T. C. Lind. il Ptg Art 68 no 4:H7-H8 '40

131 agencies report on displays. F. Kammann. Ptr Ink Mo 40:28 Mr '40

Pacific mills inaugurates informative Factag plan. Rayon 21:270-1 My '40

Point-of-purchase advertising as a major medium. L. L. Grisamore. il Ptg Art 68 no 4:H1-H4 '40

Point-of-sale display ideas. il Ptr Ink Mo 41:13 Jl '40

Point-of-sale displays through dealers' eyes; Printers' Ink Monthly special study. A. M. Howe. il Ptr Ink Mo 39:20-2+ D '39

Policies that put Kleen-Stik gummed tape in coast-to-coast markets in 5 years; pressure-sensitive adhesive with a thousand point-of-sale uses. G. J. Weigel. il Sales Management 47:20-2 Jl 1 '40

Portfolio of ideas on point-of-sale promotion. il Sales Management 47:35, 56-7 S 1 '40

Product a part of display. il Ptr Ink Mo 40:38 F '40

Tags answer consumers' cry for more information, please! Sales Management 46:60-2 My 1 '40

Why thousands of dealers tie up with Del Monte theme campaigns; California packing corp. retail promotion program. il Sales Management 47:40, 44 S 1 '40

See also

Labels
Show cards
Signs, Dealers'

ADVERTISING, Political. See Political advertising

ADVERTISING, Radio. See Radio advertising

ADVERTISING, Soliciting of

After hours; an advertising counselor. Ptr Ink 190:6 Ja 5 '40
Agencies owe it to themselves thoroughly to overhaul solicitation methods. Ptr Ink 193:59-60, 62-3 N 8 '40
Agency letters; technique of soliciting accounts by mail. Ptr Ink 192:51-2 Jl 19 '40
Agency presentations: screwball and studious. J. T. Huntington. Adv & Sell 32:33-4+ D '39
Agency solicitation methods as illustrated by nine letters to a prospect. Ptr Ink 192: 65+ Jl 26 '40
Agency solicitation methods as they are viewed by critical advertisers. Ptr Ink 191: 25-6, 30 Je 14 '40
Agency solicitation methods draw fire of many advertisers; P.I. survey among more than 300 organizations. Ptr Ink 191:11-13, 76-8 My 3 '40
Agent's idea on how to pick an agency—also, how not to. L. E. McGivena. Ptr Ink 192: 11-12+ S 6 '40; Reply. A. E. Marshall. 193:139-43 O 25 '40
Business-paper solicitations made easy by this agency media department. L. D. Farnath. Ptr Ink 191:21-3 Ap 12 '40
Eighty-nine pet peeves in solicitation methods of advertising agencies. Ptr Ink 191: 25-6, 30+ My 10 '40
How advertisers can help bring needed reforms to agency solicitation methods. Ptr Ink 193:21-4 N 1 '40
How agencies use letters and printed matter in going after new accounts; analysis of direct-mail pieces. Ptr Ink 192:49-53 Jl 5 '40
How Rumford picked an advertising agency. A. E. Marshall. Ptr Ink 191:11-13, 63, 66 Je 21 '40
Is advertising suffering from birth control? H. K. Dugdale. Adv & Sell 33:33 Jl '40
Small fry agent asks place in sun; unfair competition; suggested remedies. J. B. Fairbairn. Ptr Ink 192:11-13+ Ag 30 '40
Space buyers are human; why insist on feeding them facts and figures? R. Gates. Ptr Ink 191:21-3 Ap 26 '40
Strong elements in agency selling as told by advertisers. Ptr Ink 191:11-12, 70-1 My 17 '40
Training of media cubs; Newark News training course. J. K. Fenway. Adv & Sell 33: 42+, 46 My '40
Users of space give newspaper executives valuable pointers on how best to sell. Ptr Ink 193:144 O 25 '40
When 1,250 agencies compete for billings less than total volume of 20 leaders. Ptr Ink 192: 61, 64, 66-7+ Ag 16 '40
Why much criticism of agencies' selling methods is unfair. Ptr Ink 192:17-18, 58, 60-1 Ag 9 '40

See also
Audit bureau of circulations

ADVERTISING, State. See State advertising

ADVERTISING, Trade union

Unusual union advertisement; Building and construction trades council of Hudson county, N.J. Ptr Ink 189:64-5 N 24 '39

ADVERTISING affiliation

Affiliation officers. Ptr Ink 191:24 My 10 '40

ADVERTISING agencies

After hours; would avoid designation agency wherever possible. M. L. Clark. Ptr Ink 192: 6 Ag 16 '40
Agencies owe it to themselves thoroughly to overhaul solicitation methods. Ptr Ink 193: 59-60, 62-3 N 8 '40
Agency letters; technique of soliciting accounts by mail. Ptr Ink 192:51-2 Jl 19 '40
Agency presentations: screwball and studious. J. T. Huntington. Adv & Sell 32:33-4+ D '39
Agency solicitation methods as they are viewed by critical advertisers. Ptr Ink 191: 25-6, 30 Je 14 '40
Agency solicitation methods draw fire of many advertisers; P.I. survey among more than 300 organizations. Ptr Ink 191:11-13, 76-8 My 3 '40
American advertising agencies; an inquiry into their origin, growth, functions and future. F. A. Burt. 282p bibliog(p272-80) $3 Harper '40
Bates starts new agency. Ptr Ink 193:20 N 15 '40
Durstine's case for the smaller agency. Sales Management 47:74 S 1 '40
Eighty-nine pet peeves in solicitation methods of advertising agencies. Ptr Ink 191: 25-6, 30+ My 10 '40
First advertising agency group. Sales Management 46:64 Mr 15 '40
Ford account shifts from N. W. Ayer & son to McCann-Erickson. Business Week p16 O 19 '40
How advertisers can help bring needed reforms to agency solicitation methods. Ptr Ink 193:21-4 N 1 '40
How the advertising agency serves the advertiser. C. C. Younggreen. Ptg Art 68 no 4: B1-B10 '40
Joe Copywriter wants his own shop. L. M. Cottin. Ptr Ink 190:6 F 16 '40
Small agency can grow, says this agent, but growth must be in big man fashion. H. T. Kay. Ptr Ink 192:17-18 S 13 '40
Small fry agent asks place in sun; unfair competition; suggested remedies. J. B. Fairbairn. Ptr Ink 192:11-13+ Ag 30 '40
Strong elements in agency selling as told by advertisers. Ptr Ink 191:11-12, 70-1 My 17 '40
Vest pocket agencies. W. Cline. Ptr Ink 192: 32 Ag 2 '40
War job for agencies. H. T. Kay. Ptr Ink 192:14 Jl 19 '40
Where do advertising agencies come from? R. S. Humphrey. Adv & Sell 33:40 Je '40
Why much criticism of agencies' selling methods is unfair. Ptr Ink 192:17-18, 58, 60-1 Ag 9 '40

See also
Advertising, Soliciting of

Advertising

Agency solicitation methods as illustrated by nine letters to a prospect. Ptr Ink 192: 65+ Jl 26 '40
Analysis of direct-mail used by 8 agencies in soliciting one account. Ptr Ink 192:23-4, 28, 32-3 Jl 12 '40
How agencies use letters and printed matter in going after new accounts; analysis of direct-mail pieces. Ptr Ink 192:49-53 Jl 5 '40
Shop talk. Sales Management 46:86 Je 15 '40

Commissions

That 15% agency commission; Cowan & Dengler revives compensation issue. Business Week p28-30 Ja 27 '40

Contracts

Agency-client contracts come in all sizes, shapes and ingredients. Ptr Ink 190:15-16, 56+ Ja 19 '40

See also
Radio advertising—Contracts

Employees

After hours; a woman in advertising. P. M. Lowe. Ptr Ink 192:6 Ag 23 '40
Changes in personnel. Published in monthly numbers of Advertising and selling
Gripes I've heard from agency workers. W. A. Lowen. Adv & Sell 33:35, 38+ Je '40
Memo to staff of a new advertising agency. D. Dunne. Ptr Ink Mo 41:19 O '40
Now, advertising employers' gripes. W. A. Lowen. Adv & Sell 33:31-2+ Jl '40
Personnel specialization, today's agency trend. E. A. Stuart. il Adv & Sell 33:22-4 Ja '40
Presentations for advertising jobs. il Adv & Sell 33:27, 40 O '40
She loves her job; agency secretary. Ptr Ink 189:13-14 D 8 '38

Fee system

Commission vs. fee system; Cowan & Dengler True fee system. J. F. Barnes. Adv & Sell 33:33-4+ F '40

ADVERTISING agencies—*Continued*

Fiction

15% murder case; review of What night will bring, by Hilea Bailey. P. H. Erbes, jr. Ptr Ink 190:21-2 Ja 12 '40

Finance

0.59% profits tighten agency budgets. W. A. Burke. Adv & Sell 32:49+ D '39

Location

Country cousins; Tuthill advertising agency moves to the country. L. W. C. Tuthill. il Sales Management 46:68-9 Je 1 '40

Management

It's billing—no matter how thin you slice it; alliance of small agencies. H. C. Sieck. Ptr Ink 189:21-2 D 22 '39

This advertiser is looking for an ad-factory, with an assembly line! Ptr Ink 191:63-5 Je 14 '40

Moving picture plays

Hollywood again; advertising agents presented via the living screen; Turnabout. Ptr Ink 192:34 Jl 5 '40

Selection

Agent's idea on how to pick an agency—also, how not to. L. E. McGivena. Ptr Ink 192:11-12+ S 6 '40; Reply. A. E. Marshall. 193:139-43 O 25 '40

Buying agency service is here likened to buying clothes or anything else. P. de Guzman. Ptr Ink 193:59-60, 63-4 O 18 '40

How Rumford picked an advertising agency. A. E. Marshall. Ptr Ink 191:11-13, 63, 66 Je 21 '40

How we made our first agency connection; statistics from 28 advertisers. Ptr Ink 191:23-4 Je 7 '40

It was a tough task, but he at last picked an advertising agency. A. N. S. Strode-Jackson. Ptr Ink 189:11-13+ D 1 '39

Turnover in agency accounts could be cut by accurate yardstick analysis. A. L. Clark. Ptr Ink 190:65-6+ Mr 8 '40

Why 74 advertisers changed agencies; statistical report based on P.I. inquiry. Ptr Ink 191:21-3 My 24 '40

Service

Here is a cross-section of advertisers' views as to agency's basic role. P. H. Erbes, jr. Ptr Ink 190:36, 40+ Ja 26 '40

How advertisers evaluate agency aid in handling creative services. P. H. Erbes, jr. Ptr Ink 189:33+ N 24 '39

How size of the advertiser affects amount and kind of agency service. P. H. Erbes, jr. Ptr Ink 190:75-9 Ja 5 '40

Nine advertisers in ten seek some degree of marketing service from agency. P. H. Erbes, jr. Ptr Ink 189:23-4+ D 8 '39

Space buyers

Agency media director must be real business man these days, and here is why. N. H. Pumpian. Ptr Ink 190:19-21 Mr 29 '40

Business-paper solicitations made easy by this agency media department. L. D. Farnath. Ptr Ink 191:21-3 Ap 12 '40

Quantitative and qualitative analysis in relation to the space buyer. H. H. Kynett. Ptr Ink 191:17-20 Je 14 '40

Space buyers are human; why insist on feeding them facts and figures? R. Gates. Ptr Ink 191:21-3 Ap 26 '40

Statistics

When 1,250 agencies compete for billings less than total volume of 20 leaders. Ptr Ink 192:61, 64, 66-7+ Ag 16 '40

Taxation

Agency taxes; agency as personal service corporation. Ptr Ink 193:14 O 18 '40

ADVERTISING allowances

Are advertising allowances finally on the way out? J. F. Barnes. Adv & Sell 33:17-19 Mr '40

Dealer plan gets results; British Columbia electric railway company advertising allowance. Gas Age 85:72 My 9 '40

How to keep out of hot water on 50-50 advertising with dealers; splitting cost of consumer advertising with department stores. J. C. Cumming. Sales Management 46:52-4+ Ja 15 '40

Why advertising allowances should be avoided by most advertisers. Ptr Ink 192:25-6, 30 Jl 19 '40

ADVERTISING and bankers

See also

Bank advertising

ADVERTISING and employees

Sells employees on advertising. Ptr Ink 192:30+ Jl 26 '40

ADVERTISING and sales

N.I.A.A. holds advertising clinic on coordination with selling. Sales Management 47:38 O 1 '40

Relationship between sales and advertising of department stores. G. H. Brown and F. A. Mancina. J Business 13:1-16 Ja '40; Correction. 13:205 Ap '40

Technical publicity association seminars show advertising can cut industrial sales cost. Sales Management 46:73 Je 1 '40

ADVERTISING and salesmen

A. M. Byers salesmen roll their own ads. Sales Management 47:30 O 10 '40

Ads in his war bag put more punch into salesman's work. il Sales Management 47:16+ O 10 '40

After hours; copy writers should consider salesmen. R. S. Trowbridge. Ptr Ink 190:6 Mr 8 '40

Arrow men get results with dealer advertising plan. il Sales Management 47:28+ O 10 '40

18 things to tell salesman about his firm's advertising. Ptr Ink 190:9-10, 61-4, 66-8 Ja 5 '40

Johnnie advertising is pushed hard by Philip Morris men. Sales Management 47:20 O 10 '40

Knapp-Monarch men use ads long before they are printed. il Sales Management 47:26-7 O 10 '40

Look homeward theme gives Certain-teed men ads they use. il Sales Management 47:18+ O 10 '40

Low-pressure selling; advantages over high-pressure type in numerous instances. W. H. Conant. Barron's 20:9 Je 17 '40

Mr Adam Average; Hart Schaffner & Marx book, following up salesmen's calls, dramatizes national advertising. A. M. Howe. il Ptr Ink 192:15-17 Ag 30 '40

More power for the power salesman; continuous, planned, organized advertising campaigns of Pennsylvania utilities. H. S. Metcalfe. il Elec W 114:1000-1+ O 5 '40

Policy changes that put new life into a depression-shot business; M.J.B. co. P. H. Beuter. il Sales Management 47:56-8 S 15 '40

Putting the power in manpower; direct mail advertising to help salesman. G. A. Harper. East Underw 41:16 O 18 '40

Roman Cleanser proves it doesn't take a million to advertise; small space, continuity and consistency in advertising. il Sales Management 46:28, 30 F 1 '40

Use letters to plug the gap between your salesmen's calls; De Long hook & eye co. C. A. Emley. il Sales Management 47:56-7 N 15 '40

ADVERTISING and war

Ads mirror the war. Business Week p32 Je 29 '40

Advertising within a fortress. C. W. Stokes. il Adv & Sell 33:24, 36 Ag '40

As England fights, volume of British advertising moves up and down. D. W. Walton. Ptr Ink 189:15-16, 61-4 D 1 '39

Blitzkrieg on British advertising. Ptr Ink Mo 39:15 D '39

British advertising weathers the war. F. M. Cook. il Adv & Sell 33:33+ Ap '40

Canadian buying habits change because of war; thoughts for U.S. advertisers. M. Brown. il Ptr Ink 190:23-6, 30+ Ja 26 '40

ADVERTISING and war—*Continued*

Great Britain meets the emergency. Ptr Ink Mo 40:32 Ap '40

No Quislingism! advertisers carried on in England. Ptr Ink 192:21-2 Jl 5 '40

Preparing for peace in our time; Northern aluminium company. il Adv & Sell 33:20-1 Je '40

War and newspaper reading. Ptr Ink 192:32 Jl 5 '40

ADVERTISING appropriations

Advertising and the new tax law; with tables showing amount of taxes for specified profit totals. J. K. Lasser. Adv & Sell 33:28, 52, 54, 56 N '40

Advertising budgets for 1940 aviation. A. R. Hager. il Adv & Sell 33:35-7+ My '40

Advertising budgets survey. Management R 29:22-3 Ja '40

Business looks good! cheerful picture in P.I. jury report. D. E. Robinson. Ptr Ink 192:11-13, 58+ Jl 26 '40

CBS and NBC 1939 billings. Ptr Ink 190:32-3 Ja 19 '40

Flexibility is vital part of advertising policy in war time. Ptr Ink 192:13-16 S 6 '40

How far can you throw a dollar? G. Bijur. Adv & Sell 33:21 Ja '40

How industrial advertisers fix budgets; ratios for complete programs. Ptr Ink 189:69-70+ D 22 '39

How Sunkist invests 5 cents a family in advertising. P. S. Armstrong. il Ptr Ink 189:17-20 D 22 '39

How to buy advertising at 50c on the dollar; investing part of excess profits tax in additional advertising. Ptr Ink 47:16 N 1 '40

Little men, big dollars. Ptr Ink Mo 40:30 Je '40

Looking at local advertising; what companies operating city and suburban services spend for advertising and sales promotion. il Bus Transportation 19:506-7 O '40

1939 advertisers; 342 each invest more than $100,000 in three media; 41 more than a million; five-year analysis of magazine, radio and farm paper advertising. Ptr Ink 190:49-111 Ja 26 '40

Railroads increase advertising. Ptr Ink 192:71 Jl 12 '40

Relationship between sales and advertising of department stores. G. H. Brown and F. A. Mancina. J Business 13:1-16 Ja '40; Correction. 13:205 Ap '40

So they took the $1,000,000 and this is how they spent it! analysis of advertising expenditures of 38 bus companies. B. Welbourne. Bus Transportation 19:208-9 My '40

Sunkist extends its domestic advertising to offset lost foreign markets. R. Z. Eller. Ptr Ink 193:15-18 O 11 '40

$20,800,000 for advertising beer in 1939; $130,000,000 spent since prohibition. Ptr Ink 192:31-2 Jl 5 '40

War and war rumors not reducing volume of U.S. advertising. C. B. Larrabee. Ptr Ink 192:9-11 Jl 12 '40

ADVERTISING art

Advertising art 1940; Art directors club annual exhibition. il Adv & Sell 33:30-4 My '40

Art and photography. il Ptg Art 68 no 4:I 1-I 16 '40

Art directors awards. Ptr Ink 191:24 Ap 12 '40

Printing Art exhibition of advertising photography. il Ptg Art 68 no 3:29-98 [Ja] '40

Technique and practice of advertising art. R. P. Hymers and L. Sharpe. 314p $12 Pitman '40

Walter Frank Bomar; with specimens of his art. Inland Ptr 104:25-7 D '39

See also

Advertisements, Pictorial
Posters

Study and teaching

Student influence on advertising design. W. G. Smythe. il Ptg Art 68 no 3:99-106 [Ja] '40

ADVERTISING as a profession

Advertising as a career; a vocational guide for youth. M. O'Dea. 2d ed 128p bibliog(p57-9) pa 30c Mark O'Dea, 400 Madison av. New York '39

How can a young man break into advertising? some ideas based on experience. R. Dickinson. Ptr Ink 192:61-2, 64, 66-8 S 6 '40

See also

Advertising agencies
Advertising copy writers
Advertising ethics
Advertising managers

ADVERTISING associations

Conventions. Published in weekly numbers of Printers' ink

Meat makes its move. Ptr Ink 192:58+ S 13 '40

ADVERTISING awards

Annual advertising awards, 1939. il Adv & Sell 33:34-84+ F 15 '40

Annual advertising awards, 1940; forty-five will be presented. M. O'Dea. il Adv & Sell 33:33-4, 50 O '40

Art directors awards. Ptr Ink 191:24 Ap 12 '40

Canadian advertisers offer medals. Ptr Ink 193:22 N 8 '40

Chicago advertising awards. Ptr Ink 190:32 Mr 29 '40

Gold medal for Benson; 4-A president, Butler and Britton among those honored at annual Advertising and Selling dinner. Ptr Ink 190:72, 74 F 16 '40

Outdoor winners. il Ptr Ink 193:62-3 N 15 '40

Printing Art exhibition of advertising photography. il Ptg Art 68 no 3:29-98 [Ja] '40

Public utilities awards. Ptr Ink 192:12 Jl 5 '40

Roll of honor; annual advertising awards to individuals and agencies. il Business Week p34-6 F 17 '40

See also

Radio advertising—Awards

ADVERTISING booklets. See Advertisements—Books and booklets

ADVERTISING campaigns

Advertising campaigns. Published in semimonthly numbers of Sales management

Advertising plan can lick an industry's sales problem; Spring-air company. R. K. Mason. Ptr Ink Mo 41:13 Ag '40

Bulova spends $2,000,000 in 1940 to build customers for dealers. il Sales Management 46:24-6 F 15 '40

FHA helps building industry in planning big August advertising drive. il Ptr Ink 192:21-2 Jl 12 '40

Formfit lifts product above price dog-fight: sales jump 50%; new product, a new price policy, and some smart advertising. W. H. Lowy. il Sales Management 46:25-6 Je 1 '40

Look homeward theme gives Certain-teed men ads they use. il Sales Management 47:18+ O 10 '40

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Advertising, Association

Special weeks

Fast work on a week; national potato week. il Ptr Ink Mo 40:22 My '40

Hardware's open house. il Ptr Ink Mo 40:14-15 Ap '40

Ohio votes for plumbing & heating weeks. Dom Eng 155:43-4+ Mr '40

Yes, 1940 will have special days, weeks; with list. Ptr Ink 190:30+ Ja 12 '40; Excerpt. Bankers M 140:274-5 Mr '40

Summer campaigns

Checklist for summer advertising. G. Bijur. Adv & Sell 33:38-9 My '40

ADVERTISING campaigns—*Continued*

Testing

Advertising agency executives pick best test markets of the country in 3 population groups; test cities and best media for a hypothetical 25-cent mass item to be distributed through drug, variety, and department stores. Sales Management 47:29+ Ag 1 '40

Copy pre-testing; analysis of four most-used methods. H. Schwerin. Ptr Ink 193:67-8, 70-2 N 1 '40

Strathmore finds six practical advantages in a test territory; trying out new products, new advertising, new sales policies and tools. J. D. Zink. Sales Management 47:48, 50-1 Ag 1 '40

ADVERTISING cards

New subway advertising setup. Ptr Ink 193: 18 O 25 '40

Teacher of lettering, show cards, sign painting. D. M. Campana. 134p $1; pa 65c D. M. Campana, Chicago '40

Tear-off cards; new feature introduced in car advertising. Mass Transportation 35: 367 D '39

Transitads' agency policy. Ptr Ink 192:14 Ag 30 '40

See also
Show cards

ADVERTISING characters

Activated Al; does great work for aluminum. R. T. Griebling. il Ptr Ink 191:17-19 My 10 '40

Bearcat takes a wife; Powerine company announces addition of ethyl fluid. il Nat Pet N 32:28 F 21 '40

Billy and Ruth; co-operative merchandising; Supplee-Biddle and other wholesalers to help independent dealers re-sell toys. E. Peterson. il Ptr Ink 189:21-4 D 1 '39

Old Rocky speaks up; Great northern railway's Rocky Mountain goat. il Ptr Ink 191: 19-20 Ap 26 '40

Smiling animated character is super salesman; Frugal Flame; Texas public service company of Austin. M. Rasor. il Am Gas J 152:19-20 Ja '40

ADVERTISING contests. See Advertising—Prize contests

ADVERTISING contracts

Is hand-to-mouth advertising here to stay? L. Jonson. Adv & Sell 33:17-18, 44 Ap '40

See also
Advertising agencies
—Contracts

ADVERTISING copy

After hours. T. F. MacManus. Ptr Ink 192:6 Jl 12 '40

After hours; contests and premiums. C. G. Gaubert. Ptr Ink 192:6 Ag 30 '40

After hours; hastily written copy and the consumer movement. Ptr Ink 190:6 Ja 19 '40

After hours; mere lubricity of speech no longer oils the cash register. T. H. Thompson. Ptr Ink 190:6 Mr 15 '40

All is Confucius; testimonial copy assumes a new twist. P. H. Erbes, jr. il Ptr Ink 190:15-17, 92-3 Mr 22 '40

Awards for a series of advertisements most distinguished by excellence of copy. il Adv & Sell 33:64-7 F 15 '40

Back to kindergarten. V. O. Schwab. Adv & Sell 33:27 S '40

But how does formula copy rate? a reply based on readership data. M. Wiseman. il Adv & Sell 33:24-6+ F '40

Can formula copy still have variety? C. G. Gaubert. il Adv & Sell 33:46+ Mr '40

Care and feeding of copy; popularity review of themes and appeals over past three years. J. Thompson. Adv & Sell 33:25-7 Mr '40

Consumer advertising must be factual, yes; but it needs drama and interest, too. R. Rubicam. Ptr Ink 191:13-15+ My 24 '40

Copy clinic. E. B. Smith. il Published in monthly numbers of Advertising and selling

Copy idea from Euclid; Bloomingdale executive says new telegraphic advertising style gets results. I. A. Hirschmann. il Ptr Ink 191:14-15 Ap 12 '40

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How to write advertising that sells. C. Bedell. 524p $4 McGraw-Hill '40

Ideas are weapons; copy writing as successfully used by famous advertisers. R. Tinsman. Ptr Ink 193:13-14 O 11 '40

Industrial copy ties into defense. il Adv & Sell 33:28-9 S '40

Lawyer lingo in copy; legalistic censorship weakens selling force of advertising. B. Williams. Ptr Ink 190:17-18 Mr 29 '40

Melons and rhetoric. C. Bedell. Ptr Ink 192: 65-6 Jl 19 '40

Messrs Seagrove and Morehouse blue-pencil Mr Longfellow. Adv & Sell 33:32-3 N '40

Names, sex, and sentiment; what the show business can teach advertisers. B. Rose. il Adv & Sell 33:31+ Ag '40

New responsibilities come to copy writer because of consumer movement. H. W. Dickinson. Ptr Ink 190:25-6, 30+ F 23 '40

Policies of 100 corporations in considering ideas from outsiders. Sales Management 46: 18-20+ Ja 15 '40

Quick sales devices; current methods of getting immediate volume from national magazine and newspaper copy; trade-ins, free offers, one-cent sales, etc. Ptr Ink 192:30+ Ag 16 '40

"Sell" in celebration advertising; special event copy may tell manufacturer's own sales story after tie-in has been made. E. S. Green. il Ptr Ink Mo 39:12 D '39

Still looking for a slide rule? O. B. Winters. Adv & Sell 33:25+ Je '40

Telegraphic copy; Bloomingdale's new advertising could be strengthened by better layouts. G. I. Bushfield. il Ptr Ink 190:15-16 Mr 15 '40

These copy ideas can draw travel dollars; successful appeals used by states, provinces and communities. C. B. Larrabee and J. Lewis. il Ptr Ink 189:11-14+ D 15; 23-6+ D 22 '39

Twin arts; talking and writing can work together. Aesop Glim, pseud. Ptr Ink 191: 19-21 Ap 19 '40

Wantage, the oomph factor in advertising appeals. B. Brooker. il Ptr Ink Mo 41:14-15+ Ag '40

What are Ovingtons? copy that sells products and also sells their sources. A. H. Little. Ptr Ink 190:85-6+ Mr 22 '40

What's happening to advertising copy? writing by formula. G. L. Sumner. Adv & Sell 33:17-18 Ja '40

Why inquiry tests can predict vital sales factor in advertising copy. F. S. Newbery, jr. Ptr Ink 193:23-4, 28-9 O 4 '40

Why simple copy sells. E. Wolff. Ptr Ink Mo 40:40 Je '40

See also
Advertisements—Testing
Advertising ethics
Sales letters

Check lists

Check-list technique; valuable advertising device. Ptr Ink 192:19-21 S 6 '40

Demonstrations and tests

How laboratory tests spark copy ideas. J. Thompson. il Adv & Sell 33:19-21+ Ap '40

Trial by jury; Ford dealer service managers endorse triple action piston rings. Ptr Ink 191:25-6 Ap 26 '40

Health appeal

Vitamins invade the butcher shop; hunt for sales-giving health tips continues, financed by farmers and packers. Business Week p27-8 Mr 16 '40

ADVERTISING copy—*Continued*

Human interest appeal

How to be human in industrial advertising; Le Blond machine tool co. K. B. White. il Ptr Ink 192:15-17+ S 20 '40

Language, style, etc.

Reckless copy writing; an argument for simplicity, a more sensible tempo, less abuse of English. H. H. Stalker. Ptr Ink 190:85-7 Mr 15 '40

Your high-brow copy vocabulary. S. E. Gill. il Adv & Sell 33:25-6 Jl '40

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Advertising copy writers

Length

Glance and run union seeks recognition by advertisers. B. E. Tacks. Sales Management 46:68 Ja 1 '40

More you tell, the more you sell; industrial-advertising trend that consumer advertisers could follow. A. H. Little. Ptr Ink 190:69-70, 72-3 F 2 '40

Tell all indeed, but, let's be sure that we don't drown ourselves and our readers in a tide of words. A. H. Little. Ptr Ink 191: 13-15 My 17 '40

Moving picture tie-in

Cashing in on Gone with the wind; manufacturers and merchants hitch their products and advertising to movie. il Business Week p14+ D 30 '39

Gas, oil and Hollywood. Ptr Ink 189:16 N 24 '39

Ideal team; the latest movies and modern gas appliances. J. L. Johnson. il Am Gas Assn Mo 22:60-1 F '40

National defense theme

Advertising tunes up for defense. il Ptr Ink Mo 41:10-11 N '40

Copy on defense theme should not neglect reasons why. il Ptr Ink 193:23-6+ O 25 '40

News interest

Advertising scoop; Cunard liner, Queen Elizabeth and Socony-Vacuum. Ptr Ink 190:22 Mr 15 '40

Patriotic appeal

Mental 5th column in upper brackets irks Main street. H. Clark. Ptr Ink 192:11-12 Ag 2 '40

Star spangled selling. P. H. Erbes, jr. Ptr Ink 192:15-17+ Ag 16 '40; Excerpts. Management R 29:408-9 N '40

Premium offers

Car demonstrations spurred by premium offer; Willys-Overland motors. il Ptr Ink Mo 41:40 S '40

Guest towels and dog food. il Ptr Ink 192:60 S 6 '40

Price appeal

Mr Lapides' gross; a few dollars in direct mail, and delicatessen sales jumped 150 per cent against tough competition. R. Dickinson. Ptr Ink 193:33, 36 O 25 '40

Quality appeal

Handicraft's anomaly; McCrossen hand-woven textiles. G. McCrossen. il Ptr Ink Mo 39:48 D '39

Willys doubles sales volume by dramatizing dependability. il Sales Management 46:22-4 Je 1 '40

Reason appeal

Copy on defense theme should not neglect reasons why. il Ptr Ink 193:23-6+ O 25 '40

Rimes

Trend to verse in copy. J. Thompson. il Adv & Sell 33:36, 38+ N '40

Science appeal

How laboratory tests spark copy ideas. J. Thompson. il Adv & Sell 33:19-21+ Ap '40

Tax appeal

Tax appeal; advertising messages based wholly or partially on matters of taxation. P. H. Erbes, jr. Ptr Ink 193:33, 36+ O 11 '40

Testimonials

Diamond stars, paste testimonials. Ptr Ink Mo 40:28 Je '40

I saw your picture in the paper; Twin City rapid transit company's testimonial advertising campaign. il Transit J 84:264-5 Ag '40

Testing

See Advertisements—Testing; Advertising campaigns—Testing

Tests

See Advertising copy—Demonstrations and tests

Themes

Care and feeding of copy; popularity review of themes and appeals over past three years. J. Thompson. Adv & Sell 33:25-7 Mr '40

ADVERTISING copy writers

Copy's giants; MacManus, Pelletier, Buck. L. R. Alwood. Ptr Ink 193:19-21 N 8 '40

Gripes I've heard from agency workers. W. A. Lowen. Adv & Sell 33:35, 38+ Je '40

Presentations for advertising jobs. il Adv & Sell 33:27, 40 O '40

Reducing copy agony; practical directions for direct-mail selling material. F. Egner. Ptr Ink 190:23-4 Ja 12 '40

Revolt of the copywriters. W. J. Weir. Adv & Sell 33:29 My '40

Ten commandments of copy writing. G. L. Sumner. Adv & Sell 33:27 N '40

Twin arts; talking and writing can work together. Aesop Glim, pseud. Ptr Ink 191: 19-21 Ap 19 '40

Where good agency copy men come from and how they grow with opportunity. R. Tinsman. il Ptr Ink 190:11-14 Ja 19 '40

ADVERTISING departments

Yes, sales promotion and advertising divisions can operate peacefully. Ptr Ink 190: 149-52 Ja 26 '40

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Advertising managers

ADVERTISING displays

Bell-ringer displays of 1940 in drug, food and hardware stores; inventory study of 1,250 windows in 11 large cities. Sales Management 47:18-20, 80-2 S 1 '40

Clever use of dog appeal gets Sergeant's into many windows. il Sales Management 47:53 S 1 '40

Fight ex post facto tax; occupancy tax ordinance, city of New York. Ptr Ink 193: 36 O 4 '40

Mounting and finishing of cardboard advertising displays. T. C. Lind. il Ptg Art 68 no 4:H7-H8 '40

131 agencies report on displays. F. Kammann. Ptr Ink Mo 40:28 Mr '40

Reliable rules for winning display space in fashion outlets; American lady corset co. il Sales Management 47:49-50 S 1 '40

Slush molding. E. S. Horsman. il Mod Plastics 17:35 D '39

Statuettes tell an all year story; Sheaffer pen co. il Mod Packaging 14:82+ S '40

ADVERTISING ethics

Advertising has failed; abstract. C. E. Warne. Sales Management 46:53 Je 1 '40

Check list of FTC taboos; quotations from stipulations and cease and desist orders, under product headings. Adv & Sell 33:31-2, 56, 60 Mr; 48, 50+ Ap '40

Code of business practice for stoker industry. Sheet Metal Worker 31:62 S '40

Cry babies! upholding proposed F.T.C. inquiry, accuses advertising men. J. P. McGranery. Ptr Ink 191:15-17 Ap 19 '40

FTC blue pencil: before and after; collection of copy claims and advertisements published before and after signing of FTC stipulations. il Adv & Sell 33:25-7 Ja '40

ADVERTISING ethics—*Continued*

Filmdom's boomerang. Ptr Ink 193:87-8 O 18 '40; Discussion (Offensive movie advertising). A. Michel. 193:63 N 8 '40

Fortune survey; honesty in advertising; which industries most honest, which least? Fortune 21:102 Mr '40

Heavy artillery; Good Housekeeping introduces expert witnesses. R. W. Lawrence, jr. Ptr Ink 191:67, 70-1 Ap 19 '40

If your executives personally like your advertising, watch out! all ideas, programs and plans, including media, methods and copy, should be tested by facts. D. D. Davis. Ptr Ink 189:21-4 N 24 '39

Merchant looks at advertising. R. A. Roos. Ptr Ink 190:33+ F 23 '40; Discussion. A. Kleinwald. 191:33+ Ap 5 '40

172 advertisers give 8 main reasons for consumer movement; misleading advertising copy; social discontent, educational influences. D. E. Robinson. Ptr Ink 191:11-13, 70+ Je 14 '40

Small fry agent asks place in sun; unfair competition; suggested remedies. J. B. Fairbairn. Ptr Ink 192:11-13+ Ag 30 '40

They'll have the law on us. N. Krichbaum. il Adv & Sell 33:102+ F 15 '40

Truth in advertising. C. C. Younggreen. Ptg Art 68 no 4:B10 '40

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Advertising—Laws and regulations

ADVERTISING federation of America

Annual convention, Chicago. Ptr Ink 192:23-4, 26-7 Jl 5 '40; Comm & Fin Chr 151:46 Jl 6 '40

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Display your products, and why not? cement samples and advertising material for schools and colleges. E. Zetterberg. Concrete (mill sec) 48:205 Jl '40

See also

Advertisements—Books and booklets

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Booklets, catalogs, bulletins; 475 items covering equipment and supplies used by power engineers. Power 83:837-8, 840-3, 846-8 Mid-D '39

Business tips; literature of interest to executives. Published in monthly numbers of American business

Free for the asking. Published in monthly numbers of Textile world

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ADVERTISING literature, Shipment of

Canada's customs regulations on printed advertising matter. N. Sharkey. Ptr Ink 193:84-5 O 4 '40

Shipment of samples and advertising matter abroad; revising supplement to Trade promotion series no. 72 (1932 edition). R. P. Wakefield. 100p pa 10c U.S. Bur. of foreign and domestic commerce '40

Two money-saving ideas for the mailing department; Servel, inc. I. A. Herrmann. il Am Business 10:26-7 Ja '40

ADVERTISING managers

Advertising manager pinch hits as sales manager 5 weeks, and learns many things. J. Ungar. Ptr Ink 192:29+ S 13 '40

After hours; how agency should handle new advertising managers. Ptr Ink 190:6 Mr 22 '40

No arguments; to avoid derailment and breakdown, an advertising budget presentation demands forethought; industrial advertising manager uses phonographic presentation. A. H. Little. Ptr Ink 191:62, 64+ Ap 5 '40

Typical advertising manager; abstract. S. R. Bernstein. Management R 29:332 S '40

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Advertising agency executives pick best test markets of the country in 3 population groups; test cities and best media for a hypothetical 25-cent mass item to be distributed through drug, variety, and department stores. Sales Management 47:29+ Ag 1 '40

Advertising stages a comeback; national advertising media, 1939. Business Week p38-40 Ja 20 '40

Expenditure patterns in three media groups; pictograph. Sales Management 47:45 N 15 '40

Four-page fold-out. Ptr Ink 190:14 F 16 '40

Looking at local advertising; media used by companies operating city and suburban services. Bus Transportation 19:507 O '40

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Quantitative and qualitative analysis in relation to the space buyer. H. H. Kynett. Ptr Ink 191:17-20 Je 14 '40

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Advertising, Soliciting of
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Moving pictures in advertising
Radio advertising
Show windows
Slide films
Television advertising

Envelopes

Envelope tactics; study of 206 mailings received by consumer. P. H. Erbes, jr. il Ptr Ink 192:17-20 Jl 19 '40

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Century on the Prairie. Sales Management 47:66 O 1 '40

Farm paper motor advertising; first six months of 1940. Ptr Ink 192:18 Ag 16 '40

Farm publications; advertising linage for January. Ptr Ink 190:73-4 Ja 19 '40 [cont monthly]

Farm publications; commercial advertising linage; five semi-annual totals. Ptr Ink 192:107-8 Ag 2 '40

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Not for city slickers; *The Farmer*, St Paul. il Sales Management 47:50 Jl 1 '40

Freight cars

Stenciled advertising on freight equipment; Atchison, Topeka & Santa Fe. il Ry Mech Eng 114:363-4 S '40

Irregular mediums

ANA opposes special edition and irregular advertising. Sales Management 46:56-7 Je 1 '40

Motor trucks

Attractive trucks build business; George E. Drake baking company, Pittsburgh. il diags Food Ind 11:682-3 D '39

Good on all counts, these food delivery trucks; C. D. Kenny co. wholesale grocery. il Food Ind 12:70-1 Je '40

Panorama-painted trucks increase food sales; Stokely brothers & co., Indianapolis. il Food Ind 12:70-1 Ap '40

Salesmen's cars and delivery trucks dressed up to increase sales; C. D. Kenny co., Baltimore. il Food Ind 12:60-1 S '40

Truck bodies dressed up to aid food sales; spaghetti, dairy, mayonnaise and dog food industries. il Food Ind 12:68-9 Jl '40

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Exhibits, Traveling

Newspapers

Advertiser who wants a free miracle with every insertion. B. E. Tacks. Sales Management 47:72+ S 1 '40

ANA opposes special edition and irregular advertising. Sales Management 46:56-7 Je 1 '40

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ADVERTISING mediums—Newspapers—*Cont.*
Can we justify the advertiser's grudge against Saturday editions. B. E. Tacks. Sales Management 45:60+ D 1 '39
Check list for planning newspaper color advertising. Ptr Ink Mo 41:69-70 N '40
Circulation lingo that distorts values in an advertising medium; city zone and trading area. B. E. Tacks. Sales Management 46:28 F 15 '40
Civic-minded Omaha World-herald. Sales Management 47:90 N 15 '40
Country comeback. Sales Management 47:64 O 20 '40
Early days of media problems. R. Webster. Adv & Sell 33:104+ F 15 '40
Elsie's Moos-paper club; is it mailed fist in velvet glove or service to media? Borden asks newspapers cooperation and checks them on performance. il Sales Management 46:25+ Mr 15 '40
Figure-using journal; Providence Journal's statistical department. Sales Management 47:68-9 S 15 '40
The funnies? everybody reads 'em and not just to the children; a survey for Sales management in ten cities. il Sales Management 46:28, 30+ Mr 1 '40
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How news print consumption hooks up with advertising; P.I. index comparison. L. D. H. Weld. Ptr Ink 191:17-20 My 24 '40
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Monthly index of newspaper advertising. Ptr Ink 190:72 Ja 19 '40 [cont monthly]
Newspaper advertising. F. Dickinson and others. il Ptg Art 68 no 4:C1-C18 '40
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Newspaper as an advertising medium. 170p bibliog(p161-3) 75c Bur. of advertising, Am. newspaper publishers assn, 370 Lexington av, New York '40
Newspaper color. Ptr Ink 193:64 O 4 '40
1939 exhibition of advertising photography; photographs for newspaper advertising. Ptg Art 68 no 3:69-76 [Ja] '40
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Policy changes that put new life into a depression-shot business; M.J.B. co. P. H. Beuter. il Sales Management 47:56-8 S 15 '40
Re-sell newspaper to the small retailer, advertising agent advises A.N.P.A. W. Reydel. Ptr Ink 191:15-16 Ap 26 '40
"Sell" in celebration advertising; special event copy may tell manufacturer's own sales story after tie-in has been made. E. S. Green. il Ptr Ink Mo 39:12 D '39
25 years of newspaper history; pictograph. Sales Management 47:50 N 15 '40
Users of space give newspaper executives valuable pointers on how best to sell. Ptr Ink 193:144 O 25 '40
Weekly paper scents perfume publicity. Inland Ptr 105:28 Ap '40
Women read service copy more eagerly than hot war news. C. B. Larrabee. il Ptr Ink 192:13-15, 100-2 Ag 2 '40

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Audit bureau of circulations

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Relative standing of leading magazines, 1939; pictograph. Sales Management 46:27 Ap 10 '40
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Advertising copy writers
Advertising managers

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Japan's new fad: stampu. W. West. Barron's 20:8 O 7 '40

Sand in your shoes; Orange state oil company distributes bags of Florida sand as souvenirs. il Ptr Ink Mo 40:13 Mr '40

Specialty distribution technique; Tydol Flying A stamps. il Ptr Ink Mo 41:26 O '40

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Toy models of machines sell next generation of buyers. il Sales Management 47:28+ N 1 '40

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Policy changes that put new life into a depression-shot business; M.J.B. co. P. H. Beuter. il Sales Management 47:56-8 S 15 '40

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Advertisements—Repetition
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Advertising—Market selection
Advertising appropriations
Advertising mediums

ADVERTISING portfolios

Color and youth in ad books help Munsingwear men sell. il Sales Management 47:24 O 10 '40

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American housewives report likes and dislikes about food advertising. il Sales Management 46:18-20+ Ap 1 '40

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But how does formula copy rate? a reply based on readership data. M. Wiseman. il Adv & Sell 33:24-6+ F '40

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Executive and the technologist; a proper understanding between them. W. B. Bell. Ind & Eng Chem News ed 18:185-90 Mr 10 '40; Same. Chem Ind 46:296+ Mr '40; Abstract. Chem & Met Eng 47:156-7 Mr '40

Leaders in the chemical industry; thumbnail appraisal. Mag of Wall St 65:412 Ja 13 '40

Research laboratories. il Paper Tr J 110:18, 20-1 Ja 11 '40

AMERICAN drug manufacturers association

Annual meeting, 29th, White Sulphur Springs, W.Va. May 6-9. Oil Paint & Drug Rep 137:35+ My 13 '40

AMERICAN electroplaters' society

Annual meeting, 28th, Dayton, June 10-13. Iron Age 145:43-5 Je 27; 146:41-3 Jl 4 '40; Steel 106:29 Je 17 '40; Metal Finishing 38:369-76 Jl '40

Annual meeting, 28th, Dayton, June 10-13; program; portraits of officers and committee members. Metal Finishing 38:10, 12+ Je '40

AMERICAN engineering council

Annual meeting, 20th, Washington, Jan. 12-13. Eng N 124:73-4 Ja 18 '40; Mech Eng 62:176-7 F '40

Joint committee reports on aims and objectives. Mech Eng 62:769-70 O '40

Personnel selected for committee. Civil Eng 10:316-17 My '40

AMERICAN export airlines

Air port of entry. map Business Week p22 N 16 '40

More planes for the Atlantic? examiner recommends CAA approve American Export service to Rome. Business Week p44-5 Ap 27 '40

To establish new non-stop transatlantic air service. Comm & Fin Chr 151:403 Jl 20 '40

AMERICAN federation of arts

Parker named director. Arch Rec 88:12 S '40

AMERICAN federation of labor

Annual conventions of A.F. of L. and C.I.O. Monthly Labor R 49:1130-4 N '39

Asks President Roosevelt to make public answers to plea for resuming peace negotiations with C.I.O. Comm & Fin Chr 150:928 F 10 '40

Can the unions achieve unity? Business Week p14-15 N 16 '40

Executive council meeting, Miami. Comm & Fin Chr 150:780-1, 927-8 F 3-10 '40

Labor fight between A.F.L. and C.I.O. may benefit builders. Business Week p32-3 Mr 30 '40

Opens drive. Business Week p46 N 11 '39

Rival unionism in the United States. W. Galenson. 317p bibliog(p305-7) $3.25; pa $2.50 Am. council on public affairs, 1721 Eye st, Washington, D.C. '40

TVA signs with A.F.L. Business Week p37+ Ag 17 '40

See also

Trade unions—
United States

AMERICAN federation of radio artists

Radio artist dispute settled. Ptr Ink 193:83 O 18 '40

AMERICAN fire and casualty company

Analysis. Spectator (Property ed) 5:25, 28-9 My 30 '40

AMERICAN foreign insurance association

European executive personnel. East Underw 40:61-2 D 15 '39

AMERICAN foundrymen's association

Annual meeting, 44th, Chicago, May 4-10. Foundry 68:34-7, 92+ Je; 35, 64+ Jl '40; Iron Age 145:47-51, 88-9 My 16 '40; Steel 106:24-7, 52, 54+ My 13; 56, 58-60+ My 20 '40

British editor pays tribute to A.F.A. accomplishments. F. G. Steinebach. Foundry 68:23 Ap '40

Convention plans, exhibitors, program, committees, medal awards. Foundry 68:66-87+ My '40

Elects five new directors. pors Foundry 68:117-18 Je '40

AMERICAN gas and electric company

American gas & electric co. integration hearings open. Elec W News ed 113:351-2 F 3 '40

Annual report. Comm & Fin Chr 150:2407-8 Ap 13 '40

Bonds offered. Comm & Fin Chr 150:267-9 Ja 13 '40

Debentures and preferred stock registered. Comm & Fin Chr 149:4018 D 23 '39

Earnings, 1938 and 1939. Comm & Fin Chr 150:1128 F 17 '40

Industrial utility system. H. W. Witt. map Barron's 20:8 Ja 22 '40

SEC to speed integration plan. Comm & Fin Chr 149:3707-8 D 9 '39

AMERICAN gas association

Additions to the family; new members; manufacturer companies and individual members. Am Gas Assn Mo 21:433-4 D '39

A.G.A. names King Technical section secretary. Gas Age 86:46 Ag 15 '40

Annual meeting, 22d, Atlantic City, Oct. 7-10. Gas Age 86:27-41 O 24 '40; Am Gas Assn Mo 22:371-414 N '40; Am Gas J 153:13-17+, 21-35 N '40

Committee on national defense. Am Gas J 153:36 Jl '40

Federal housing; the gas industry's opportunity in the USHA program. G. W. Bean. il Am Gas Assn Mo 22:254-6 Jl-Ag '40

1939-1940 officers and section chairmen; portraits. Gas Age 86:57 O 10 '40

Plans of accounting, commercial, industrial and technical sections. Gas Age 85:32-8 Ja 18 '40

Production and chemical committee conference, New York, May 20-22. Am Gas J 152: 34-5 Je '40; Gas Age 85:18-21+ Je 6 '40

Your association. C. N. Lauer. Am Gas Assn Proc 1939:14-17; Same. Am Gas J 151:14-15 N '39; Same. Am Gas Assn Mo 21:381-2+ N '39

Appliance testing laboratory

American gas association's laboratories as a training school. F. E. Vandaveer. Am Gas Assn Mo 22:325-6 S '40

Laboratories serve industry on utilization problems. M. Zare. Am Gas Assn Mo 21: 453-5 D '39

1939 banner year for testing laboratories. A. F. Bridge. Am Gas Assn Proc 1939:77-8

Pioneering move; safe-guarding the consumers' interests; Pacific Coast branch. Am Gas Assn Mo 22:83-5 Mr '40

Research and the Association's laboratories. R. M. Conner. il Gas Age 85:41-4 Ja 18 '40

Testing and research at the laboratories of the American gas association. F. E. Vandaveer. il W Soc E J 45:139-44 Je '40

Testing facilities; laboratories' expansion marks industry milestone. W. H. Vogan. il Am Gas Assn Mo 22:54-6 F '40

Industrial gas section

Forms general sales committee to evaluate non-residential load data for management. Gas Age 85:7-8 Ja 4 '40

Industrial gas section's responsibility to the industry. Am Gas Assn Proc 1939:394-7

Sales conference, Toledo, March 28-29. Gas Age 85:22-5+ Ap 25 '40; Am Gas J 152: 48-50 My '40; Am Gas Assn Mo 22:192-4+ My '40

Who'll do what for industrial gas in 1940. E. D. Milener. Am Gas Assn Mo 22:72-4 F '40

Natural gas section

Meeting, Houston, Tex., May 6-10. Oil & Gas J 38:16-17 My 9; 39:153, 160 My 16 '40; Gas Age 85:16-24+ My 23 '40; Am Gas Assn Mo 22:203-8+ Je '40; Am Gas J 152: 9-11 Je '40

Meeting, Atlantic City. Oil & Gas J 39:22 O 10 '40

Sales council

A.G.A. Sales council to coordinate promotional activities. W. C. Beckjord. Am Gas Assn Mo 22:259-60 Jl-Ag '40

AMERICAN gear manufacturers' association

Annual meeting, 24th, Asheville, N.C. May 20-22. Iron Age 145:62-4 My 30 '40; Steel 106:27-8 My 27 '40

Semi-annual meeting, 23d, Skytop, Pa. Oct. 14-16. Iron Age 146:39-40+ O 24 '40; Steel 107:30 O 21 '40; Am Mach 84:892L O 30 '40

AMERICAN geophysical union

Report. J. A. Fleming. Science 91:442 My 10 '40

AMERICAN hardware manufacturers' association

Semi-annual meeting, 81st, Atlantic City, Oct. 14-17. Steel 107:17 O 21 '40

AMERICAN home products corporation

Annual report. Comm & Fin Chr 150:1750 Mr 16 '40

AMERICAN hot dip galvanizers' association

Annual meeting, Pittsburgh. Iron Age 145:90-1 Mr 7 '40

AMERICAN industrial hygiene association

Officers elected. Safety Eng 80:31 Jl '40

Organization. Ind & Eng Chem News ed 18: 75 Ja 25 '40

AMERICAN institute of accountants

Report of the president at annual meeting, Memphis. J. K. Mathieson. J Account 70: 391-5 N '40

Research work of the American institute of accountants. G. D. Bailey. bibliog J Account 70:50-7 Jl '40

Statement to the S.E.C. on professional disciplinary procedures. J Account 70:58-63 Jl '40

AMERICAN institute of actuaries

Annual convention, Chicago. Nat Underw (Life ed) 44:2+ My 31 '40

Joint meeting with Actuarial society of America, White Sulphur Springs, Oct. 30-Nov. 1. East Underw 41:3+ N 1 '40; Nat Underw (Life ed) 44:3+ N 1 '40; Weekly Underw 143:1058 N 2 '40

Presidential address; abstracts. R. A. Hohaus. Nat Underw (Life ed) 44:1+ My 24 '40; Weekly Underw 142:1286 My 25 '40

AMERICAN institute of architects

Annual convention, 72d, Louisville, Ky. Arch Rec 87:17-18+ Je '40

Case for the Institute. R. H. Shreve. Arch Forum 72:97-8 F '40

Pittsburgh chapter's fiftieth anniversary. Arch Forum 72:sup10 Mr '40

AMERICAN institute of banking

Annual convention, Boston. Comm & Fin Chr 150:3762 Je 15 '40

Institute training; banking's laboratory for study of theory, practice and application. H. R. Smith. Trusts & Estates 70:535-9 My '40

Irwin named as new educational director; Larson succeeds Hill as secretary. Bankers Mo 57:443 Jl '40

Public relations asset. G. A. Prosser. Banking 32:94-5 F '40

Trust business conference at convention, Boston. Trusts & Estates 70:617-34 Je '40

AMERICAN institute of chemical engineers

Abstracts of technical papers presented at the thirty-second annual meeting. Chem & Met Eng 46:764-5 D '39

Annual meeting, 32d, Providence, R.I. Nov. 15-17. Ind & Eng Chem News ed 17:742-3 D 10 '39

Proceedings of the 32d annual meeting, Providence, Nov. 15-17. Am Inst Chem Eng Trans 35:B79-120 D '39

Semi-annual meeting, 32d, Buffalo, May 13-15. Chem & Met Eng 47:342-3+ My '40; Ind & Eng Chem News ed 18:462-3 My 25 '40; Oil Paint & Drug Rep 137:3+ My 20 '40

AMERICAN institute of electrical engineers

Annual winter meeting, New York, Jan. 22-26. Elec W 113:418-25+ F 10 '40; Elec Eng 59:126-9 Mr '40; Power Pl Eng 44:61-3+ Mr '40

Institute budget for the year 1939-40. Elec Eng 58:524 D '39

Members among those honored as modern pioneers. Elec Eng 59:171 Ap '40

Middle eastern district meeting, Cincinnati. Elec W 114:1176-7 O 19 '40

Officers. Science 92:7 Jl 5 '40

Officers and committees for 1940-41; student branches, local sections. Elec Eng 59:377-81 S '40

Pacific Coast meeting, Los Angeles, Aug. 27-30. Elec Eng 59:424-5 O '40; Elec West 85:48-9 S '40

Report of the board of directors. Elec Eng 59:290-303 Jl '40

Science and superstition. R. W. Sorensen. Elec Eng 59:421-4 O '40

Section and branch activities annual report for 1939-40. Elec Eng 59:250-3 Je '40

Sections committee presents 1940 survey of local activities. Elec Eng 59:425-8 O '40

AMERICAN institute of electrical engineers—*Continued*

Standardization and the Institute. F. M. Farmer. Elec Eng 59:395-7 O '40

Summer meeting, Swampscott, June 24-28. Elec Eng 59:333-40 Ag '40; Elec W 113: 2058-9; 114:86-9+ Je 29, Jl 13 '40

AMERICAN institute of mining and metallurgical engineers

Annual meeting, New York, Feb. 12-15. Min & Met 21:143-55+ Mr '40; Steel 106:21-2, 66, 68 F 19; 56, 58+ F 26 '40; Iron Age 145:36-43 F 22 '40; Science 91:185-6 F 23 '40; Eng & Min J 141:70-1 Mr '40

Local sections of open hearth committee do much to improve practice. Blast F & Steel Pl 28:381+ Ap '40

Research results reviewed; symposium on strategic minerals at annual meeting, New York. Oil Paint & Drug Rep 137:5+ F 19 '40

Coal division

Annual meeting, New York, Feb. 12-15. Coal Age 45:68+ Mr '40

Industrial minerals division

Fall meeting, Tuscaloosa and Birmingham, Nov. 2-4. Min & Met 20:562-3 D '39; Rock Prod 42:56 D '39

Institute of metals division

Annual meeting, New York, Feb. 12-15. Steel 106:60-1 F 26 '40

Fall meeting, Cleveland, Oct. 21-23. Iron Age 146:52-3, 83 O 31 '40; Steel 107:26-7 O 28 '40

Iron and steel division

Fall meeting, Cleveland, Oct. 21-23. Iron Age 146:52-3, 83 O 31 '40; Steel 107:26-7 O 28 '40

Petroleum division

Annual meeting, New York. Oil & Gas J 38: 47-9, 52, 78, 80 F 22 '40

Fall meeting, Los Angeles, Oct. 19-20. Min & Met 20:558-60 D '39

Meeting, Tulsa, Oct. 24-26. Oil & Gas J 39:28, 61-4, 66 O 31 '40

Southern California section, fall meeting, Los Angeles, Oct. 17-18. Oil & Gas J 39:23-4, 37 O 24 '40

AMERICAN institute of steel construction

Annual meeting, White Sulphur Springs. Iron Age 146:74-5 O 24 '40; Steel 107:18-19 O 21 '40

AMERICAN institute science and engineering clubs

Twelfth annual science fair. Science 91:333 Ap 5 '40

AMERICAN international underwriters corporation

Two decades in the foreign field. G. A. Moszkovski. Weekly Underw 142:23+ Ja 6 '40

AMERICAN iron and steel institute

Annual meeting, 49th, New York, May 23. Steel 106:21-2+ My 27 '40; Iron Age 145: 58-61 My 30 '40; Blast F & Steel Pl 28:569-71+ Je '40

AMERICAN leather chemists association

Annual meeting, 37th. Oil Paint & Drug Rep 137:5+ Je 3 '40

AMERICAN legion

Annual convention, 22d, Boston. Comm & Fin Chr 151:1829 S 28 '40

AMERICAN library association

Professional cooperation in library progress. E. Cavanaugh. Special Lib 31:197-8 Jl-Ag '40

AMERICAN life convention

Annual meeting, 35th, Chicago, Oct 7-10. Ins Field (Life ed) 69:7-26 O 11 '40; Nat Underw (Life ed) 44:1-2+ O 11 '40; Nat Underw (Life ed) Conv no 44:1-24 O 12 '40; Spectator (Life ed) 145:8-9+ O 10; 10-11+ O 24 '40; Weekly Underw 143:851-63 O 12 '40

Medical section annual meeting, 13th, Colorado Springs. East Underw 41:12 Je 7 '40; Ins Field (Life ed) 69:9+ Je 7 '40; Nat Underw (Life ed) 44:3+ Je 7 '40

Sectional meetings, Chicago. Ins Field (Life ed) 69:10-15 O 11 '40

AMERICAN locomotive company

American Locomotive gets busy. S. Devlin. il Mag of Wall St 67:36-7+ O 19 '40

Dickerman is Alco chairman; succeeded in presidency by D. W. Fraser. Ry Age 108: 445+ Mr 9 '40

Selected war beneficiaries. Mag of Wall St 66:304+ Je 15 '40

Volatile low-price stock; thumbnail appraisal. Mag of Wall St 65:816 Ap 6 '40

(AMERICAN) lumbermens mutual casualty company of Illinois. See Lumbermens mutual casualty company

AMERICAN machine and foundry company

Income account, years ended Dec. 31 1938 and 1939. Comm & Fin Chr 150:1924 Mr 23 '40

AMERICAN management association

Annual conference, New York, Jan. 25. Comm & Fin Chr 150:776-7 F 3 '40

Annual personnel conference, Chicago. Iron Age 145:55+ F 22 '40

Annual production conference, Chicago, Nov. 15-16. Steel 105:70+ N 27 '39

Insurance division meeting, New York. East Underw 40:95+ D 15 '39; Spectator (Property ed) 5:10-14+ D 14 '39

Insurance division meeting, Atlantic City. East Underw 41:1+ My 10 '40; Ins Field (Fire ed) 69:15 My 9 '40; Nat Underw 44: 3+ My 9 '40; Spectator (Property ed) 5: 12-13 My 16 '40; Weekly Underw 142:1144-5 My 11 '40

AMERICAN mathematical society

Meeting, Dartmouth college, Hanover, N.H. Sept. 9-12; resolutions, subcommittees and consultants in research. Science 92:282 S 27 '40

AMERICAN medical association

Ninety-first annual session, New York, announced. Science 91:526 My 31 '40

Ordered to trial by United States Court of appeals; medicine is a trade and subject to anti-trust laws. Comm & Fin Chr 150:1527-8 Mr 9 '40; Oil Paint & Drug Rep 137:3+ Mr 11 '40

Platform. Science 90:507-8 D 1 '39

Practice of medicine and the Sherman anti-trust law. Science 91:257-8 Mr 15 '40

Work. Science 91:585-8 Je 21 '40

AMERICAN merchant marine library association

Libraries that go to sea. H. L. Howe. il Special Lib 31:9-14 Ja '40

AMERICAN metal company

Another look. Mag of Wall St 66:678 S 21 '40

AMERICAN mining congress

Annual meeting, 42d, New York, Jan. 18. Min Cong J 26:58-64+ F '40

Coal division, 5th annual conference of committees, Pittsburgh, Nov. 17. Min Cong J 25:39-41+ D '39

Coal division, 17th annual meeting, Cincinnati, April 29-May 3. Coal Age 45:55-62 Je '40; Min Cong J 26:22-42 My '40

Coal division, 17th annual meeting; program, committee members, exhibits. Min Cong J 26:44-58 Ap '40

Western division

Annual meeting, 7th, Colorado Springs, Sept. 16-19. Min Cong J 26:25-48 O '40; Eng & Min J 141:74 O '40

Annual meeting, 7th, committee members, program, exposition. Min Cong J 26:33-48 S '40

AMERICAN museum of natural history

Annual report, 71st; summary. Science 91: 539-40 Je 7 '40

Expeditions. Science 92:142-3 Ag 16 '40

Exploration on the West African coast. Science 92:348 O 18 '40

AMERICAN newspaper guild

Collective bargaining by the American newspaper guild. A. Weiss. Monthly Labor R 50:825-42 Ap '40

Guild strike ends. Business Week p31 My 4 '40

Guild wins twice; U.P. and A. P. end fight. Business Week p30-1 Mr 23 '40

AMERICAN newspaper publishers association
Annual convention. Business Week p38+ My 4 '40
Annual convention, 54th, New York. Comm & Fin Chr 150:2659-60 Ap 27 '40
Toastmaster Tripp introduces a couple of 2-fisted birds at newspaper dinner. F. E. Tripp. Ptr Ink 191:15-17, 71-3 My 3 '40

AMERICAN oil chemists' society
Annual meeting, 31st. Oil Paint & Drug Rep 137:3+ My 20 '40
Fall meeting, 14th, Chicago, Oct. 2-4. Oil Paint & Drug Rep 138:3+ O 7 '40

AMERICAN ornithological union
Annual meeting, 58th, Boston, Sept. 9-15. Science 92:281 S 27 '40

AMERICAN paper and pulp association
Annual meeting, 63d, New York, Feb. 19-23. Paper Tr J 110:71-2+ F 22 '40
E. W. Tinker becomes A.P.&P.A. secretary. Paper Tr J 109:11 D 21 '39

AMERICAN petroleum industries committee
Road traveled, and the road ahead. B. H. Markham. Am Pet Inst Proc 20(AT):6-9 '39; Same. Oil & Gas J 38:172+ N 17 '39

AMERICAN petroleum institute
Annual meeting, 20th, Chicago, Nov. 13-17. Nat Pet N 31:13-15 N 15; 9-15 N 22 '39; Oil & Gas J 38:78-80 N 17; 15+ N 23 '39; Oil Paint & Drug Rep 136:5+ N 20 '39
Annual meeting, 21st, Chicago. Nat Pet N 32:13-16, 29-30+ N 13 '40
Eastern district of Production division, annual meeting, Columbus, April 11-12. Oil & Gas J 38:23+, 48+ Ap 18 '40
Lends support to defense program. Oil & Gas J 39:18 Je 6 '40
Marketing division, central regional committee, meeting, Chicago. Nat Pet N 32:9+ Ap 24 '40
Mid-continent district of Production division, spring meeting, Wichita, March 14-15. Oil & Gas J 38:26, 34, 65 Mr 21 '40
Mid-year meeting, 10th, Fort Worth, May 27-31. Nat Pet N 32:21 My 29 '40; Oil & Gas J 39:8-9+, 54+ My 30 '40; Oil Paint & Drug Rep 137:5+ Je 3 '40
Officers, directors and committee members, 1940. Am Pet Inst Proc 20(1):124-9 '39
Pacific coast district of Production division, spring meeting, Los Angeles, March 19. Oil & Gas J 38:29, 71 Mr 21 '40
Southwestern district of Production division, spring meeting, Houston. Oil & Gas J 38:16+, 56-7 Ap 4 '40
See also Petroleum industry and trade—United States—Antitrust suit

AMERICAN pharmaceutical association
Annual meeting, 88th. Oil Paint & Drug Rep 137:3+ My 20 '40

AMERICAN pharmaceutical manufacturers association
Annual meeting, 33d, Colorado Springs, June 9-13. Oil Paint & Drug Rep 137:49-51 Je 24 '40
Midyear meeting, Dec. 4-5. Oil Paint & Drug Rep 136:5+ D 11 '39

AMERICAN philosophical society
Annual meeting, Philadelphia, April 18-20. Science 91:472-3 My 17 '40
Grants in the natural and exact sciences. Science 90:568-70 D 15 '39

AMERICAN physical society
Abstracts of papers read before the Washington meeting. Science 91:sup8+ My 3 '40
Proceedings of the joint meeting of the Optical society of America with the American physical society and the Inter-society color council, New York, Feb. 21-24; abstracts of papers. Opt Soc Am J 30:265-74 Je '40
Proceedings; with abstracts of papers published in Physical review

AMERICAN potash and chemical corporation
Thumbnail stock appraisal. Mag of Wall St 66:168 My 18 '40

AMERICAN potash institute
Fifth anniversary. il Ind & Eng Chem News ed 18:654-6 Ag 10 '40

AMERICAN power and light company
Nationwide utility system. map Barron's 20:8 F 19 '40
Studies of the principal holding companies. Pub Util 25:355-7 Mr 14 '40

AMERICAN profit sharing institute
Profit-sharing group; institute opened in Chicago enrolls 70 member firms. Business Week p27-8 D 30 '39

AMERICAN public health association
Annual meeting, Pittsburgh, Oct. 17-20. Eng N 123:761 D 7 '39

AMERICAN public works association
Annual meeting, Detroit, Sept. 30-Oct. 2. Eng N 125:447-8, 626-9 O 10, N 7 '40

AMERICAN pulp and paper mill superintendents association
Annual meeting, 21st, Cincinnati, June 18-20. Paper Tr J 110:45-60, 70-2 Je 27 '40; Pulp & Pa of Can 41:496-9 Jl '40

AMERICAN pulpwood association
Pulpwood association and others indicted under Fair labor standards act. Paper Tr J 111:7 Jl 11 '40

AMERICAN radiator and standard sanitary corporation
Annual report. Comm & Fin Chr 150:1751-2 Mr 16 '40
President Henry Reed I, out to lick inefficiency. il plan Fortune 21:56-61+ Mr '40

AMERICAN railway bridge and building association
Annual meeting, 47th, Chicago, Oct. 15-17. Ry Age 109:579-84, 637-41 O 26-N 2 '40

AMERICAN railway engineering association
Annual meeting, 41st, Chicago, March 12-14. Ry Age 108:498-521 Mr 16 '40; Eng N 124:409, 414 Mr 21 '40

AMERICAN Red cross. See Red cross

AMERICAN refractories institute
Annual meeting, St Louis, June 4-6. Brick & Clay Rec 96:48-9 Je '40

AMERICAN road builders' association
Annual meeting, 37th, Chicago, Jan. 29-Feb. 2. Eng N 124:204-5, 316-17 F 8, 29 '40; Steel 106:25-6 F 5 '40

AMERICAN rolling mill company
Annual report. Comm & Fin Chr 150:1752 Mr 16 '40
Continues recovery. J. C. Clifford. il Mag of Wall St 67:90-1+ N 2 '40

AMERICAN scientific congress. See Pan American scientific congress

AMERICAN social hygiene association
American social hygiene association, 1939. Pub Health Rep 55:604-5 Ap 5 '40

AMERICAN society for metals
Annual meeting, 21st, Chicago, Oct. 23-27; technical program, officers' reports, etc. Am Soc for Metals Trans 27:1118-59 D '39
Short history. il Metal Prog 37:271-83 Mr '40

AMERICAN society for testing materials
Annual meeting approves 77 new tentative standards. Ind Stand 11:214-19 Ag '40
Annual meeting, 43d, Atlantic City, June 24-28. Iron Age 146:44-6 Jl 4 '40; Eng N 125:1, 4-5 Jl 4 '40; Ry Age 109:40-3 Jl 6 '40; Steel 107:25-6+ Jl 1 '40; Foundry 68:32+ Ag '40; Metal Finishing 38:438-41 Ag '40; Can Chem & Process Ind 24:534, 536 O '40
Annual report of the executive committee. Am Soc T M Proc 39:39-64 '39
Committee D-13 meets in Charlotte. Textile World 90:59 Ap '40
Committee meetings, Detroit, March 4-8. Steel 106:53, 56, 61 Mr 25 '40
Committees give reports. Foundry 68:127 My '40
New standards and specifications for metals; committee reports. Steel 107:64+ Jl 15 '40
Tentative technical program, 43d annual meeting. Metals & Alloys 11:A12+ Je '40

AMERICAN society of civil engineers
Annual meeting, 87th, New York, Jan. 17-20. Civil Eng 10:118-20 F '40; Eng N 124:129+, 174-6 Ja 25-F 1 '40
Awards. Science 91:89 Ja 26 '40

AMERICAN society of civil engineers—*Cont.*
Engineering trends in California; a study of employment classifications of society membership, 1924-1939. R. O. Thomas. Civil Eng 10:466-7 Jl '40
Factual survey of members. map Civil Eng 10:122-4, 252 F, Ap '40
Fall meeting, Cincinnati, Oct. 16-18. Eng N 125:517, 523 O 24 '40
Federal engineer and the American society of civil engineers. H. Stabler. Civil Eng 10:181-3 Mr '40
Five new honorary members; sketches and portraits. Civil Eng 10:57-62 Ja '40
Myddleton cup replica; presentation by British Ambassador to American society of civil engineers; a biographical note on Hugh Myddelton. il Civil Eng 10:120-1 F '40
1939 prize winners and medalists; portraits and sketches. Civil Eng 10:55-7 Ja '40
Professional objectives outlined. L. L. Hidinger. Civil Eng 10:468-9 Jl '40
Spring meeting, Kansas City. Civil Eng 10:312-13 My '40; Eng N 124:561, 566-7 Ap 25 '40
Summer meeting, Denver, July 24-26. Eng N 125:133, 138 Ag 1 '40; Civil Eng 10:598-601 S '40

AMERICAN society of civil engineers. Proceedings
Freedom to talk back; open discussion in A.S.C.E. Proceedings to be tempered with logical principles. T. R. Agg. Civil Eng 10:549-50 S '40

AMERICAN society of composers, authors and publishers
ASCAP answers. Ptr Ink 192:59-61 Jl 19 '40
ASCAP anti-trust case revived. Ptr Ink 192:34 Ag 9 '40
ASCAP defied; B.M.I. becomes largest of world's music publishers. Business Week p50-2 N 16 '40
ASCAP offers new rates. Ptr Ink 190:18 Mr 29 '40
ASCAP v. N.A.B.; last inning score. N. Miller; E. C. Mills. Adv & Sell 33:29+ N '40
Broadcasters solid against ASCAP. Business Week p30-1 Ag 17 '40
Debate: will radio advertising be better off under the present ASCAP licensing system? E. C. Mills; N. Miller. Adv & Sell 32:24-5, 56 D '39; 40+ Ja '40
Radio eyes double deadline; frequency modulation and the showdown with ASCAP. Business Week p24-6 Ag 3 '40
Radio music argument; Mr Miller replies to P.I. letter of Mr Mills, of ASCAP. Ptr Ink 192:45-6+ Ag 30 '40
Radio music battle near showdown; Broadcast music, inc. vs. ASCAP. Business Week p45-6 Jl 6 '40
Radio out to bust music trust; organize Broadcast music, inc. to break A.S.C.A.P's monopoly. Business Week p30+ Mr 9 '40
Radio quarrel with composers, now approaching climax, is acute advertising problem. E. Peterson. Ptr Ink 191:23-6, 30+ Je 28 '40
Radio solidarity; music battle dominates broadcasters' convention. E. Peterson. Ptr Ink 192:19-21, 71-2 Ag 16 '40

AMERICAN society of heating and ventilating engineers
Annual meeting, 46th, Cleveland, Jan. 22-26. Heat & Ven 37:50-8 F '40; Dom Eng 155:38-43 F '40; Heating-Piping 12:207-15 Mr '40
Fall meeting, 1st, Atlanta, Oct. 30-31. Heat & Ven 36:45 D '39; Heating-Piping 11:782-4 D '39
Fall meeting, Houston, Oct. 14-15. Heating-Piping 12:693-5 N '40
Semi-annual meeting, Washington, June 16-19. Heat & Ven 37:63 Jl '40; Heating-Piping 12:508-11 Ag '40

AMERICAN society of mammalogists
Meeting, 1940, Denver; abstracts of papers. Science 91:sup7-8 Je 28 '40

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A.S.M.E. today. pors Mech Eng 61:745-7, 825-8; 62:138-42 O-N '39, F '40
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Annual meeting, 50th, White Sulphur Springs, June 18-20. Ry Age 108:1167-71+ Je 29 '40

Engineering division

Electrical section

Annual meeting, Chicago, Oct. 29. Ry Age 109:677-9 N 9 '40

Freight claim division

Annual meeting, 49th, Chicago, May 21-23. Ry Age 108:972-4 Je 1 '40

Freight station section

Annual meeting, New York, June 11-13. Ry Age 108:1103-5 Je 22 '40

Mechanical division

Annual meeting, 18th, Chicago, June 27-28. Ry Age 109:5-39+ Jl 6 '40; Ry Mech Eng 114:245-85 Jl '40

Electrical section

Annual meeting, Chicago, Oct. 30. Ry Age 109:679-82 N 9 '40

Protective section

Annual meeting, 20th, Montreal, June 26-28. Ry Age 109:43-4 Jl 6 '40

Purchases and stores division

Annual meeting, New York, June 25-26. Ry Age 108:1151-65 Je 29 '40

Safety section

Annual meeting, 20th, St Paul, June 4-6. Ry Age 108:1053-6 Je 15 '40

Signal section

Annual meeting, 46th, Washington, Oct. 8-10. Ry Age 109:548-50+ O 19 '40

Telegraph and telephone section

Annual meeting, 21st, Ottawa, Sept. 10-12. Ry Age 109:394-6 S 21 '40

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Officers. Comm & Fin Chr 151:1833 S 28 '40

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Joint meeting with Life insurance sales research bureau, 19th, Chicago, Oct. 28-30. East Underw 41:1+, 6+ N 1 '40; Nat Underw (Life ed) 44:1+ N 1 '40; Spectator (Life ed) 145:12-13+ N 7 '40; Weekly Underw 143:1053+ N 2 '40

ASSOCIATION of life insurance counsel
Annual meeting, New York. Ins Field (Life ed) 68:15-16 D 15 '39; Weekly Underw 141: 1297+ D 16 '39; Nat Underw (Life ed) 43:4+ D 15 '39
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ASSOCIATION of life insurance medical directors of America
Annual meeting, 51st, Boston. East Underw 41:12 O 25 '40; Nat Underw (Life ed) 44: 1+ O 25 '40

ASSOCIATION of life insurance presidents
Annual convention, 33d, New York. Comm & Fin Chr 149:3810-11, 3958-60 D 16-23 '39; Ins Field (Life ed) 68:7-8, 32-3 D 15 '39; Weekly Underw 141:1284 D 16 '39; Nat Underw (Life ed) 43:1+ D 15; 1, 12-15 D 22 '39
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Dye industry
Electrochemistry
Fertilizer industry
Gas industry
Glass
Lime industry
Metallurgy
Oil industries
Paint industry and trade
Paper
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Dyes and dyeing—Chemistry
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Physiological chemistry
Poisons
Poisons, Industrial
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Amines
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Carbon
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Cyclic compounds
Diazo compounds
Essential oils
Esters
Ethers
Glucosides
Hydrocarbons
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Addition compounds
Adsorption
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Atoms
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Catalysis
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Chemical bonds
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Colloids
Condensation, Chemical
Crystallization
Crystallography
Dissociation
Electrochemistry
Electrolysis
Electrolytes
Electrons
Emulsions
Equation of state
Evaporation
Fluorescence
Freezing points
Ionization, Electrolytic
Ionization, Gaseous
Ions
Isomerism
Isotopes
Melting points
Mesomerism
Mixtures
Molecular rearrangements
Molecular weights
Molecules
Optical rotation
Periodic system
Photochemistry
Quantum theory
Resonance (chemistry)
Solids
Solubility
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Alcohol
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Ammonia
Beverages
Blast furnace gas
Bleaching
Cellulose
Cement
Ceramics
Chemical engineering
Chemical industries
Chemical patents
Chemicals
Clay
Clay industries
Coal distillation
Coal tar
Coke-oven gas
Corrosion and anti-corrosives
Cyanide process
Dehydration
Distillation
Dyes and dyeing—Chemistry
Electrochemistry
Essential oils
Explosives
Farm produce—Industrial uses
Fertilizers
Filters and filtration (technical chemistry)
Foundry chemistry
Fuel
Gas
Gas manufacture
Glass manufacture
Lacquer and lacquering
Leather
Metallurgy
Oils and fats
Ore treatment
Paint
Paper
Paper making
Paper making materials
Petroleum—Chemistry
Petroleum distillation
Petroleum refining
Plastic materials
Porcelain
Pottery
Rayon
Refractory materials
Refrigerants
Resinous products
Rubber
Soap
Solvents
Soybeans
Sugar
Sulfuric acid
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Earthwork
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Foundations
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CUTTING machines

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Broaching machines
Cloth cutting machines
Cutting tools
Gear cutting machines
Metal cutting
Milling cutters
Oxyacetylene cutting
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See also

Design, Decorative
Drafting room practice
Engineering drawing
Graphic methods
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Excavation
Mining methods
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Quarries and quarrying
Rock drills
Shaft sinking
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Machine tools
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Power plants
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Cake
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Cheese
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Cost of living
Dairy products
Diet
Dog food
Eggs
Farm produce
Fish as food
Flavor
Flour
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Ice cream

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Canned food
Glass containers
Milk containers
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Freight cars
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Coke ovens
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Heating
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Cupola furnaces
Electric furnaces, Metallurgical
Furnaces, Steel making
Open hearth furnaces

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Gasoline stations enroll for highway first aid. il Nat Pet N 32:40-1 Ap 10 '40

More give their free service than try to sell any goods. il Nat Pet N 32:25-7 Ap 10 '40

Rebuilding stations efficient way to increase sales. Nat Pet N 32:79-81 Mr 6 '40

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Tennessee marketer builds office with savings on maintenance. il Nat Pet N 32:39 S 18 '40

Two-lb. package sugar given away at service station's opening. Nat Pet N 32:46 Ag 7 '40

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Check list of needed supplies for change-over servicing. Nat Pet N 32:54-5 Ap 3 '40

Make stations Christmas gift headquarters. il Nat Pet N 31:22-4 N 29 '39

Oil marketer uses movies to increase tire sales. il Nat Pet N 32:53 Ag 14 '40

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Pre-winter check up for penny leaks. Nat Pet N 32:32-5 O 9 '40

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More light sells more gasoline. C. C. Monroe. il Elec W 114:230 Jl 27 '40

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Bells ring, lights flash to tell waiting motorist progress on his lube job. il Nat Pet N 32:37-40 Ag 7 '40

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Illinois

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Insurance opportunity. H. B. Hark. Weekly Underw 142:1254 My 25 '40

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Greater preparedness in A. & H. field urged. H. R. Gordon. Nat Underw 44:25 O 24 '40

Group accident and health aids employer, employe. G. F. Johnston. Nat Underw 44:24 F 1 '40; Same abr. Nat Underw (Life ed) 44:13 F 2 '40

Group A. and H. best way to meet plans for federal action. Nat Underw 44:26 O 10 '40

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Insurance, Disability
Insurance, Hospitalization
Insurance, Liability
Insurance, Life—Disability provisions
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Court holds insured, struck attempting to board truck, "standing in highway" when one foot was on ground. Weekly Underw 142:168 Ja 13 '40

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Classify prospects according to their trade. F. T. Curran. East Underw 41:41 N 1 '40

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Air accident cover is neglected line. J. R. Graham. Nat Underw 43:19 N 9 '39

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Use of camera; cine-surveillance of disability claims. C. E. Anstett. Weekly Underw 142:430 F 17 '40

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Hospital insurance is a fastest growing line. J. M. Smith. East Underw 41:37-8 F 23 '40

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Accident prevention advancing on basis of it being good business. J. J. Roe, jr. East Underw 41:40 S 20 '40

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Safety zone insurance service is offered by Zurich. Ins Field (Fire ed) 69:16 O 24 '40

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Actions in New York against Massachusetts Accident stayed; undergoing rehabilitation. East Underw 41:33+ Ap 19 '40

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Risks

Accident age limit. Nat Underw 43:20 D 14 '39

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Accident and health writings and loss experience for first half of 1940. East Underw 41:32 Ag 16 '40

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1939 accident and health results; net premiums and net losses paid. East Underw 41:37 F 23 '40

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Accident policies, war risk clauses receive attention of insurance commissioners. Nat Underw 43:19+ D 14 '39

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British insurance in 1939. Economist 139:90-1 Jl 20 '40

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Insurance, Cotton
Insurance, Fire—Farm policies
Insurance, Hail

INSURANCE, Art

Insurance ceases on $30,000,000 of N.Y. world's fair art masterpieces. D. Porter. il Ins Field (Fire ed) 69:24-6 O 31 '40

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Assessment feature offers but small protection. L. H. Pink. Nat Underw 44:5+ Mr 14 '40

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Societies of National fraternal congress show loss of total in force. Nat Underw (Life ed) 44:29 O 4 '40

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Adjustment of claims

Ætna companies reveal unusual ways in which cars are damaged; files of claims. East Underw 41:40 N 1 '40

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Assured's statement that injured party would be taken care of held not assumption of liability. Weekly Underw 143:1001 O 26 '40

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Conditional purchaser not sole owner of automobile destroyed; decision by Illinois appellate court. East Underw 41:30 O 4 '40

Court holds insurer has right to use lowest bid for repair of car. East Underw 41:24 My 31 '40

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Court rules that theft must show intent to keep permanently. East Underw 41:23 My 31 '40
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Insurer held not liable for fraud of claimant's attorney in settling claim against assured. Weekly Underw 142:758 Mr 23 '40
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Recovered car must go back to point of theft. Nat Underw 44:12 O 31 '40
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Truck and trailer held to be one unit in case over cause of damage. East Underw 40:29 D 1 '39
Two companies pay on collision claim; question of direct damage. East Underw 41:29+ Ag 2 '40; Weekly Underw 143:177 Jl 27 '40
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Auto liability production. E. C. Stone. Ins Field (Fire ed) 69:22-3 My 9 '40
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Every auto policy in last 5 years was for excess limits. F. A. Gould. Nat Underw 44:33 O 24 '40
Fight compulsory specter by selling more auto public liability. G. W. Dyer. Nat Underw 44:23+ O 10 '40
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Young agent has opportunity to build shock proof business. R. E. Richman. Nat Underw (Auto ins no) 44:3+ Ap 22 '40

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General agents fight proposed auto finance plan to reduce rates and commissions. Nat Underw 44:3+ Mr 21 '40

Massachusetts brokers consider rating change on financed cars; commission reductions. Weekly Underw 142:774+ Mr 30 '40

Prominent head of agency comments on acquisition cost. Nat Underw 43:17+ N 9 '39

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Compulsory auto cover. H. Justice. Ins Field (Fire ed) 69:22 Jl 11 '40

Compulsory auto cover opposed in Connecticut. J. C. Blackall. Ins Field (Fire ed) 69:28-9 Ap 11 '40

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Compulsory auto insurance scheme. H. Levant. Nat Underw 44:2+ Ag 22 '40

Compulsory automobile insurance. S. O. Smith. Weekly Underw 143:638 S 21 '40

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Compulsory cover defended. L. H. Pink. Nat Underw 44:16 Jl 4 '40

Compulsory insurance opposed in New Jersey. E. C. Graff. Ins Field (Fire ed) 69:27-8 Mr 21 '40; Abstract. Spectator (Property ed) 5:6 Ap 4 '40

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Compulsory insurance; some New York executives and agents resigned to trend. D. Porter. Spectator (Property ed) 5:12-13+ Mr 7 '40

Compulsory law for New York; comments. Nat Underw 44:17+ Je 6 '40

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Connecticut doctors in favor of compulsion. Weekly Underw 142:916 Ap 13 '40

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Prominent Minnesota agent comments on New York compulsory measure. Nat Underw (Auto ins no) 44:13+ Ap 22 '40

Reaching the big new market in New York if auto insurance becomes compulsory. J. G. Bacon. East Underw 41:42 Ap 26 '40

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Various aspect of assigned risk problem worry officials of companies as well as Massachusetts producers. Weekly Underw 142:196 Ja 20 '40

Work of Massachusetts companies praised; compulsory automobile law. L. H. Pink. Weekly Underw 142:653 Mr 16 '40

Would get voluntary insurance in New York by offering incentives. E. C. Stone. East Underw 41:26+ Ag 30 '40

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Auto finance men explain position on controlled business. Nat Underw 44:50 S 12 '40

Auto finance problem most perplexing; there may be local answer. W. H. Bennett. Weekly Underw 142:1216+ My 18 '40

Automobile association trying new finance plan in several states. East Underw 41:36 N 1 '40; Nat Underw 44:5 O 31 '40

Automobile finance insurance. W. S. Mays. East Underw 41:30 Ja 26 '40

Big Baltimore finance company buys own insurer; Commercial credit corporation gets Pennsylvania indemnity fire. Nat Underw 43:3+ D 21 '39

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Finance executive presents position before committee of the National association of commissioners. F. V. Chew. Nat Underw 43:3+ D 14 '39

Financed cars must comply; ruling by Commissioner Gontrum of Maryland. Nat Underw 43:4 N 2 '39

Growing evil of finance company ownership of insurance companies. C. F. J. Harrington. Weekly Underw 142:129+ Ja 13 '40; Same. Spectator (Property ed) 5:14-15 Ja 25 '40; Excerpts. Ins Field (Fire ed) 69:7 Ja 11 '40

Local banks and agents desire to cooperate on auto finance business. East Underw 41:37 Ap 26 '40

National automobile underwriters association defers action on financed auto cover. Ins Field (Fire ed) 69:22 Ap 4 '40

Republic insurance co. (Texas) organizes finance company. Comm & Fin Chr 150: 852 F 3 '40

Support in agency circles for new proposal for auto finance insurance through local banks. East Underw 41:18 My 17 '40

Washington plan to recapture insurance on financed automobiles for agents. East Underw 41:50 S 27 '40

Wholesale rate for auto finance risks held discriminatory by many. East Underw 40: 27 D 22 '39

Would treat auto finance business as marine risk. W. R. Ruegnitz. Nat Underw 44:7 S 19 '40

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Facts and fancies concerning compulsory automobile liability insurance; abstracts. E. C. Stone. Weekly Underw 143:970, 977+ O 26 '40; Nat Underw 44:23+ O 24 '40

First hand glimpse of working of Kansas responsibility law. H. C. Cunningham. Nat Underw 44:26+ O 10 '40

How responsibility law of New Hampshire works; abstracts. A. B. White. East Underw 41:27+ Ag 23 '40; Nat Underw 44: 11+ Ag 22 '40

Judgment feature in responsibility law in New Jersey. G. Schwoebel. East Underw 41:30 Jl 26 '40

Motor vehicle financial responsibility act; New Jersey case of Ambrose vs. Indemnity insurance company of North America; digest of recent cases. J. L. Roesch. Spectator (Property ed) 5:32-3 N 16 '39

New Hampshire financial responsibility law and assigned risk automobile insurance plan. A. B. White; W. Leslie. East Underw 41:53 S 20 '40

New Hampshire insurance regulations under financial responsibility act effective Feb. 1. Weekly Underw 142:253 Ja 27 '40

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Automobile liability insurer not liable where parties married before plaintiff recovered judgment. Weekly Underw 142:633 Mr 9 '40

Indiana agents' casualty committee seeks some modifications in policies. A. W. Jenkins. Nat Underw 43:33 N 16 '39

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Auto fire and theft policy. F. C. Clement, jr. Ins Field (Fire ed) 69:16-19 Ag 22 '40

Automobile medical payment to be attached to liability policy, builds business. Nat Underw 44:19 O 10 '40

Automobile medical payments coverage points a new way. J. R. Yore. Spectator (Property ed) 5:22-3+ F 22 '40

Bureau broadens coverage; increases auto medical payments limits. Nat Underw 44:19 Mr 28 '40

Canadian superintendents report on auto law changes and policy forms. East Underw 41: 27+ Ag 23 '40

Combination automobile policy. Spectator (Property ed) 6:22 S 5 '40

Maine requires standard medical payments endorsement form. Nat Underw 43:17 D 28 '39; Weekly Underw 142:185 Ja 20 '40

Medical payments riders for automobile liability policies. A. D. Spring. Nat Underw 44:4+ O 31 '40

New Hampshire broad form endorsement. R. S. Perkins. Nat Underw 44:5+ O 31 '40

New Hampshire broad form of drive other car coverage. A. J. Rouillard. Weekly Underw 143:1015+ N 2 '40; Abstract. East Underw 41:42 N 1 '40

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No-release form of medical expense approved in Illinois; endorsement to the automobile liability policy. Nat Underw 44:22 F 8 '40

Non-ownership liability coverage has wide sales possibilities. G. Dyer. Nat Underw 44: 27 Ag 8 '40

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Schedule auto liability policy released; one contract available for concerns owning auto fleets, hired auto, non-ownership liability. East Underw 41:48 S 20 '40; Nat Underw 44:23 S 19 '40; Ins Field (Fire ed) 69:30 S 19 '40; Spectator (Property ed) 6:38-9 S 19 '40; Weekly Underw 143:640 S 21 '40

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Standard auto liability policy being broadened at no extra cost. East Underw 41:32 Ap 5 '40; Ins Field (Fire ed) 69:26 Mr 21 '40; Nat Underw 44:17+ Ap 4 '40; Spectator (Property ed) 5:20-1 Ap 4 '40; Weekly Underw 142:855 Ap 6 '40

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Standard policy is kept up to date. J. C. O'Connor. Nat Underw (Auto ins no) 44:5 Ap 22 '40

Thousand dollar policy appeals to smaller income man. R. G. Waters. Nat Underw 44: 19 Ja 18 '40

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Yetka approves medical expense endorsements for Minnesota with certain restrictions. Nat Underw 44:13 Ag 22 '40; Weekly Underw 143:384 Ag 24 '40

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Plan of industrial automobile insurance to increase number covered by bodily injury liability insurance. A. J. Engelman. Weekly Underw 142:554 Mr 2 '40

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Travelers strikes again at automobile traffic problem; Smash Hits, 1939 safety booklet. East Underw 41:33 Mr 1 '40; Nat Underw 44:19 F 29 '40; Spectator (Property ed) 5:7 Mr 7 '40; Weekly Underw 142:549+ Mr 2 '40

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National Board reduces liability rates on some commercial cars; makes other revisions. Ins Field (Fire ed) 69:26 Mr 14 '40; Spectator (Property ed) 5:11 Mr 21 '40

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New automobile liability rates in North Carolina to be revised. Ins Field (Fire ed) 68:29 N 16 '39

New Hampshire rates now effective. East Underw 41:37 F 16 '40

New motor car values may influence Canadian rates. D. Taylor. East Underw 41:28 Jl 5 '40

New rate plan of large Canadian company; on mileage and driver basis. East Underw 41:34 Ap 12 '40

Simplified rate card accompanies new auto manuals. Nat Underw 44:4 My 30 '40

Texas auto rates cut 11.8 to 19%. Nat Underw 44:35 O 31 '40

Trend in car rating. L. H. Pink. Weekly Underw 141:1333 D 23 '39

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Illinois brokers will contest equity rating. Weekly Underw 143:336 Ag 17 '40; Nat Underw 44:13+ Ag 22 '40

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Palmer battles equity rating. Weekly Underw 143:613+ S 21 '40; Reply. E. Palmer. 143:780 O 5 '40

Palmer charges objector breaches manual filings; Court answer claims policy in evidence covers fictitious fleet. Nat Underw 44:23 O 3 '40

Palmer's answer filed in Illinois auto rate suit; test of director's power looms as issues are joined. Nat Underw 44:25 S 26 '40

Yetka given opinion on fictitious fleets in Minnesota. Weekly Underw 142:1569 Je 29 '40

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Merit rating plan; one man's idea of how to solve the automobile insurance and accident situation. C. Pittenger. Ins Field (Fire ed) 69:20-1 Ag 1 '40

No liability rate increase, says National Bureau. Spectator (Property ed) 5:30 N 16 '39

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Assigned risk coverage plan under new Illinois responsibility act. Weekly Underw 143:282 Ag 10 '40

Connecticut assigned risk plan; abstracts. J. C. Blackall. East Underw 41:32 Jl 19 '40; Ins Field (Fire ed) 69:11 Jl 18 '40; Nat Underw 44:14+ Jl 18 '40; Weekly Underw 143:139 Jl 20 '40

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Car owner and his insurance. Economist 137:516-17 D 30 '39

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Illinois department paves way for important rulings. Nat Underw 44:21+ F 8 '40

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Sun-Democrat cites bad Kentucky car cremation record. Nat Underw 44:29 N 7 '40

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Insurance agents oppose licensing of Motors insurance corporation of New York, General Motors affiliate. Ins Field (Fire ed) 68:29 N 16 '39

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Miscellaneous laws affecting automobile liability and liability insurance. 3d ed rev 124p $1.50 Assn. of casualty and surety executives, New York '39

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Aircraft coverage developing rapidly; background and opportunities. A. C. Harris. Nat Underw 44:34 O 31 '40

Aviation insurance premiums face considerable expansion in volume; abstracts. C. A. Sanford. East Underw 41:19+ Ja 12 '40; Ins Field (Fire ed) 69:16-17 Ja 11 '40; Nat Underw 44:18+ Ja 18 '40

Aviation Underwriters buy new Stinson 105. il Weekly Underw 143:329+ Ag 17 '40

Big impetus to air insurance seen in student training program. East Underw 40:31 D 1 '39

CAA pilot training program. Nat Underw 44:15 Je 20 '40; Nat Underw (Life ed) 44:1+ Je 21 '40

Civilian pilot training act significant. D. C. Beebe. Weekly Underw 142:36 Ja 6 '40

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Installment aviation policies now offered. Ins Field (Fire ed) 69:16 S 12 '40

More carriers said to be contemplating writing aviation. Nat Underw 44:35 O 31 '40

Newcomers nibble at aviation market. Nat Underw 44:19 N 7 '40

Non-college CAA pilot courses give agents new field. Nat Underw 44:13 Ag 22 '40

Only mild premium boom expected from President Roosevelt's aviation proposals. Nat Underw 44:2+ My 23 '40

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Proposed uniform aviation liability act. W. J. Davis. Aero Digest 36:134, 137 Je '40

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Aviation training for civilians opens wide field for insurance. A. J. Gariepy. East Underw 41:35 O 25 '40

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Single-limit air liability ($5000) issued by Aero insurance underwriters. Spectator (Property ed) 5:29 F 8 '40

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Accident coverage for pilots in training; premiums reduced. D. H. Connolly. Spectator (Property ed) 6:24 O 3 '40

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Insurance rates for C.P.T.P. students reduced again: premium now $9 for $3,000. Civil Aero J 1:434 O 1 '40

Pilot training program has great importance. East Underw 41:33 Je 28 '40; Weekly Underw 142:1433+ Je 15 '40

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Civil aeronautics board tries to speed up transmission of weather information. Nat Underw 44:30+ S 12 '40

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How war conditions have affected British aviation insurance. A. G. Lamplugh. East Underw 41:35 O 11 '40

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Aircraft insurance prospects outlined. J. R. Graham. Nat Underw 44:24 O 31 '40

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Insurance of bankrupt processer held for benefit of customers. East Underw 41:16 Jl 26 '40

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Equity rating plan for boiler line to be given trial. Nat Underw 44:23 Ap 18 '40; Correction. 44:28 Ap 25 '40

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Adjustment of claims

Blood stains from employee's fingers on doors of safe held not chemicals within meaning of safe burglary policy. Weekly Underw 141:1309 D 16 '39

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Insurance, Automobile
Insurance, Aviation
Insurance, Burglary
Insurance, Liability
Insurance, Motor truck
Insurance, Plate glass
Insurance, Surety and fidelity
Insurance, Tornado
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Birmingham bar association petitions Alabama Supreme court for rehearing in suit against insurance companies and adjusters. Ins Field (Fire ed) 69:10 Ap 18 '40; Nat Underw 44:24 Ap 18 '40

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Activities of fake accident ring in Southwest ended. Weekly Underw 142:289 F 3 '40

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Broker held responsible for policy error; Minnesota Supreme court decides in case of oral application submitted to agent of company. East Underw 41:30 Ja 12 '40

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Life insurance, a great invention. H. H. Jackson. Weekly Underw 141:1286+ D 16 '39

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No cause for concern as to future of insurance. J. L. Loomis. East Underw 41:1+ Ja 12 '40

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Pledges support of agents of country on preparedness; comments on government competition. C. J. Zimmerman. East Underw 41:3 Je 21 '40; Same abr. Weekly Underw 142:1489+ Je 22 '40

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Public confidence is chief insurance asset. C. Adams. Weekly Underw 142:1017+ Ap 27 '40

Question of company size is discussed. H. A. Hopf. Nat Underw (Life ed) 44:1+ Mr 15 '40

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Resolve no. 1 for business in 1940. C. A. Craig. Ins Field (Life ed) 69:7 Ja 19 '40

Ringing message by Equitable's chief. T. I. Parkinson. Nat Underw (Life ed) 44:1+ My 10 '40

Roosevelt order relieves companies; asked to report values of matured life policies in invaded countries. Nat Underw (Life ed) 44:9 My 24 '40

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War and its effect on life insurance. Nat Underw (Life ed) 44:3+ Je 7 '40

War not to affect U.S. policyholders of Sun Life of Canada. A. B. Wood. Nat Underw (Life ed) 44:9 Ap 12 '40

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What price life insurance? not how but what to sell or buy, and why. W. E. Schilling. 209p $3 William Edgar Schilling, 20 W. 36th st, Kansas City, Mo. '39

When men buy insurance they give uplift to civilization and to themselves, say six governors. East Underw 41:13-14 pt 2 O 4 '40

Why the life insurance business is permanent. C. Woods. Ins Field (Life ed) 69:14-15 O 25 '40

Winners of N.A.L.U. contest on how Americans have benefited from life insurance or annuities. Ins Field (Life ed) 69:5+ Ap 26 '40

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Methods of calculating unit expenses for asset shares. E. H. Wells and C. B. Laing. Spectator (Life ed) 145:16 N 7 '40

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Actuaries have conferred for more than century; historical note. W. A. Hutcheson. East Underw 41:3 Mr 15 '40

Demand exists for additional actuaries. E. B. Whittaker. East Underw 40:1+ D 8 '39

Tasks of actuaries will continue to grow. R. A. Hohaus. East Underw 41:3 N 1 '40

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Age adjustment clause and contestability law held not inconsistent; Equitable Life v. First National bank of Birmingham. East Underw 41:9 O 11 '40

Age discrepancies not important social evil. J. C. Blackall. East Underw 41:1+ Je 21 '40

Amendment making application for original policy apply to subsequently issued policy held not attached to policy by being folded therein. Weekly Underw 142:1478 Je 15 '40

Annuity contract cannot be rescinded solely on ground that annuitant was suffering with fatal disease at time of issuance. Weekly Underw 141:1353 D 23 '39

Beneficiary's denial of correctness of statements in coroner's certificate renders certificate inadmissible to prove cause of death. Weekly Underw 143:805 O 5 '40

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Change of beneficiary; insured died before endorsement could be made; court holds change completed. East Underw 41:11 My 31 '40

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Court interprets meaning of occasional use of intoxicants. East Underw 41:9 My 31 '40

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Distinction made by courts in fraternal and old line company decisions. A. A. McKinley. Nat Underw (Life ed) 44:9-10 My 17 '40

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Legal digest; cases involving cancellation suit, change of beneficiary, disability case. W. M. Strong. East Underw 41:11 Ag 16 '40

Litigation problems confronting home office attorneys; abstracts. L. W. Dawson. Weekly Underw 143:473+ S 7 '40; Nat Underw 44:21+ S 5 '40; Nat Underw (Life ed) 44:1+ S 6 '40; East Underw 41:3+ S 20 '40

Medical treatment not compulsory; company loses suit involving total and permanent disability. East Underw 40:20 N 24 '39

Missouri automatic loan rule held valid by Supreme court. East Underw 41:12 Jl 19 '40

Misstatement of age held no defense after expiration of contestable period despite inclusion of age adjustment clause in policy. Weekly Underw 142:1184 My 11 '40

Paying premiums by check; digest of recent cases. J. S. Regan. Spectator (Life ed) 143:16-17 N 23 '39

Payment despite lapse. Spectator (Life ed) 144:16-17 Ap 11 '40

Proof of age is increasing problem. East Underw 41:1+ Ja 26 '40

Protection from forfeiture and lapse; mailing notice to last-known address; digest of recent cases. J. S. Regan. Spectator (Life ed) 144:16-17 Ja 18 '40

Provision of life policy against other insurance held inapplicable to policy issued on application of son of insured. Weekly Underw 142:452 F 17 '40

Rights to proceeds in case of common death. East Underw 41:12 Mr 15 '40

INSURANCE, Life—Adjustment of claims—*Continued*

Stress of circumstances and delinquent payment of premiums; digest of recent cases. J. S. Regan. Spectator (Life ed) 144:16-17 My 23 '40

Support of claim men essential to business; abstracts. R. H. Kastner. East Underw 40:13 N 24 '39; Ins Field (Life ed) 68:8 N 24 '39; Nat Underw (Life ed) 43:8 N 24 '39

Texas and New York laws conflict on transfer of insurance by divorce. East Underw 41:14 O 18 '40

Two life companies settle on Judge Crater's policies. D. Porter. Spectator (Life ed) 144:12-13 Ja 18 '40

Verbal assignment upheld despite clause in policy. East Underw 41:9 Ag 16 '40

What companies seek in field attorneys; abstracts. H. S. Don Carlos. East Underw 41:13+ S 6 '40; Weekly Underw 143:518+ S 7 '40

Widow's rights as beneficiary under policy assigned as collateral security held superior to those of executor paying insured's indebtedness. Weekly Underw 141:1241 D 9 '39

Without consent of beneficiary; digest of recent cases. J. S. Regan. Spectator (Life ed) 143:14-15 D 7 '39

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Advertising compaign of Lincoln national life. il Ins Field (Life ed) 69:20 F 9 '40

Advertising campaigns; Great National's good will builder is a "congratulations" outdoor display. il Ins Field (Life ed) 69:18 Ag 9 '40

Are we getting it; full value of insurance advertising depends on planning. S. S. Larmon. East Underw 41:3 O 18 '40

Commonwealth life of Louisville, during the Kentucky state fair records individual's blood pressure readings in pamphlet. Ins Field (Life ed) 69:20 S 20 '40

Definite sales method with direct mail preapproach. H. E. Wuertenbaecher. Weekly Underw 142:63+ sec 2 My 11 '40

Direct mail must build customer-company bonds. A. R. Gould. East Underw 41:17 O 18 '40

Distribution of Institute film, Yours truly, Ed Graham. il Ins Field (Life ed) 69:8 Ja 5 '40; Weekly Underw 142:90 Ja 6 '40

Envelope stuffers and their function; abstracts. C. E. Yorke. Nat Underw (Life ed) 44:6 S 13 '40; Ins Field (Life ed) 69:16 O 4 '40; Weekly Underw 143:664 S 21 '40

General American life of St Louis will test in three St Louis papers. Weekly Underw 143:790 O 5 '40

Holgar J. Johnson invites public to ask him questions; Monday morning column appears in daily newspapers throughout country. East Underw 41:1 Ap 26 '40

How new advertising of Institute will help producers; Institute's broadside. East Underw 41:8 Ap 12 '40

Illustrations help tell the story; examples of effective life insurance advertisements. Weekly Underw 142:47-50 sec 2 My 11 '40

Institute of life insurance announces a newspaper advertising campaign. Nat Underw (Life ed) 44:10 Mr 22 '40; Weekly Underw 142:702 Mr 23 '40

Life advertisers association Southern round table meeting, New Orleans. Weekly Underw 142:996+ Ap 20 '40; Ins Field (Life ed) 69:10 Ap 12; 8-9 Ap 19 '40; Nat Underw (Life ed) 44:1+ Ap 19 '40; East Underw 41:8 Ap 12 '40

Life advertisers hold eastern round table. East Underw 41:4 Mr 8 '40; Ins Field (Life ed) 69:9-10 Mr 8 '40; Nat Underw (Life ed) 44:1+ Mr 8 '40; Weekly Underw 142:585+ Mr 9 '40

Life institute preparing radio spot; local associations of life underwriters will cooperate. H. J. Johnson. East Underw 41:3 S 27 '40

Life insurance advertisers association 8th annual convention, Washington, D.C. Oct. 14-16. East Underw 41:3, 8, 16-17, 20 O 18 '40; Ins Field (Life ed) 69:10-12+ O 18 '40; Nat Underw (Life ed) 44:1+ O 18 '40; Spectator (Life ed) 145:6-9+ O 24 '40; Weekly Underw 143:893, 926-9 O 19 '40

Massachusetts Mutual social security film shown at Atlantic City meeting. East Underw 41:3 My 31 '40

Merchandising annual report brings results; experiment by Home life of New York. R. B. Helser. East Underw 41:4 O 18 '40

Mutual Life ads to stress June as Youth month. East Underw 41:13 My 31 '40

New film, American portrait, is a tribute to all salesmen. il East Underw 41:8 Mr 1 '40; Ins Field (Life ed) 69:6-7 Mr 1 '40; Weekly Underw 142:564-5 Mr 2 '40

New film; work begun on "American portrait," second Institute picture. Ins Field (Life ed) 69:7 Ja 12 '40

Old prints sell life insurance. il Ptr Ink Mo 40:13+ F '40

Outdoor bulletin board for public relations work. Nat Underw (Life ed) 44:7 Ag 16 '40

Penn Mutual ads in Saturday evening post strike note of patriotism. Nat Underw (Life ed) 44:6 O 11 '40

Pioneer user of outdoor advertising by Universal life assurance and annuity company of Winnipeg. Spectator (Life ed) 144:28 F 29 '40

Public's stake in insurance to be shown by Life institute. H. J. Johnson. East Underw 41:4 Ap 12 '40

Putting the power in manpower; direct mail advertising to help salesman. G. A. Harper. East Underw 41:16 O 18 '40

Radio insurance critics sue Metropolitan life insurance company and Prudential insurance company. Ptr Ink 189:20 D 8 '39

Second film produced by Institute of life insurance; American portrait. Spectator (Life ed) 144:32 Ap 11 '40

Should life insurance advertising go in for mechanics and showmanship? discussion at North Central round table, Life advertisers association. East Underw 41:14 My 17 '40

What life companies have been advertising in 1940. J. A. Peirce. East Underw 41:127 pt 2 O 4 '40

What management expects from its advertising dollar. A. H. Thiemann. East Underw 41:3+ O 18 '40; Excerpts. Weekly Underw 143:893+ O 19 '40; Abstract. Spectator (Life ed) 145:8 O 24 '40

Winners of L.A.A. exhibit awards. East Underw 41:3 O 18 '40; Nat Underw (Life ed) 44:2 O 18 '40; Spectator (Life ed) 145:9 O 24 '40

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Agents

Abundant field in agent's job; agency head must have firm conviction of the potentialities; abstracts. R. B. Coolidge. Nat Underw (Life ed) Daily ed 44:14-15+ S 26 '40; East Underw 41:28 S 27 '40

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Advertising head talks to agents. D. Francisco. Nat Underw (Life ed) 44:9 S 27 '40

Advice to agents on attitude toward TNEC quiz. H. W. Foskett. Nat Underw (Life ed) 44:9 Ag 16 '40

Agency system has been justified. C. J. Zimmerman. Nat Underw (Life ed) 43:7 N 3 '39

Agent goes only half-way in the sale if he has only sold the policy and collected the commission. R. Pirnie. Weekly Underw 141: 1238 D 9 '39

Agent is looking to headquarters for leadership. J. Clark. Nat Underw (Life ed) 43: 1+ N 3 '39

Agent's part in beneficiary designations. C. G. Dougherty. East Underw 41:30+ pt 2 O 4 '40

Appeal story; birthday gifts for daughter as long as she lives. N. C. Christie. Ins Field (Life ed) 69:16 N 1 '40

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Approach and close are important selling factors. R. E. Habermann. Nat Underw (Life ed) 44:23 O 18 '40

Approach; most important single moment of sale; abstracts. C. L. Kluss. East Underw 41:31 S 27 '40; Nat Underw (Life ed) Daily ed 44:48 S 26 '40

Are we salesmen? H. W. Abbott. Ins Field (Life ed) 69:18-19 Ja 26; 16-18 F 9; 16-18 F 16 '40; Same abr. Spectator (Life ed) 145: 6-8+ Jl 4 '40

At 73, Sam Sturm led all producers of his company in 1939. J. S. Daniel. East Underw 41:57 pt 2 O 4 '40

Blind man lauds life insurance and decides on selling career. East Underw 40:47 D 15 '39

Bureau reports fewer Canadian life agents. East Underw 41:5 My 31 '40

Closing the case starts from the time the agent enters prospect's office. W. Laramore. Weekly Underw 142:939 Ap 13 '40

Comments on phases of current agency practice. G. W. Diggs. Nat Underw (Life ed) 44:2 O 4 '40

Common denominator of success; do what failures won't. A. E. N. Gray. Nat Underw (Life ed) Daily ed 44:10+ S 27 '40; Same. Spectator (Life ed) 145:6-8+ D 5 '40 Excerpts. East Underw 41:35 S 27 '40

Contract terms viewed broadly in agents' unemployment insurance. Nat Underw (Life ed) 44:13-14 Mr 1 '40

Contribution of the life underwriter to American security. D. McCahan. Weekly Underw 142:386-7+ F 10 '40

Contributions made to human welfare by lawyers and insurance agents; abstracts. R. Dechert. East Underw 41:29 S 27 '40; Nat Underw (Life ed) Daily ed 44:10 S 26 '40

Data on Penn Mutual's four first year leaders. Nat Underw (Life ed) 44:10 N 1 '40; Same. Weekly Underw 143:1068 N 2 '40

Definite sales method with direct mail preapproach. H. E. Wuertenbaecher. Weekly Underw 142:63+ sec 2 My 11 '40

Developing a major sales talk; important to have a basic sales story. A. K. Deutsch. Ins Field (Life ed) 69:16 Ag 23 '40

Developing centers of influence; a challenge. H. A. Schmidt. Weekly Underw 142:24-5+ My 11 '40

Do sales helps help? yes, nine reasons why. K. Ljung. Ins Field (Life ed) 69:16 O 4 '40

Drama of life insurance real stimulus to agents; human interest stories. J. R. Robbins. Nat Underw (Life ed) 44:3+ Mr 29 '40

Effective program approach; help men understand their objectives. J. Todd. Nat Underw (Life ed) 44:31-2 O 4 '40

Emotional motivation necessary to agent and prospect. G. T. Vermillion. Nat Underw (Life ed) 44:16 O 18 '40

Exchanging the identity of assets caught attention of prospect; abstracts. E. M. Lillis. East Underw 41:35 S 27 '40; Spectator (Life ed) 145:19 O 24 '40

Fortifying and utilizing your technical knowledge; selling requires telling. S. M. Gamble. East Underw 41:11 O 18 '40

Frank and friendly relationship between agents and company. H. T. Wright. Weekly Underw 142:23 sec 2 My 11 '40

General agent analyzes buildup on a big case. H. F. Gray. Nat Underw (Life ed) 44:32 Ap 5 '40

Gold book of life insurance selling. East Underw 41:13-137 pt 2 O 4 '40

Hopeless cases are not always hopeless; experience story. S. Mingione. Ins Field (Life ed) 69:18 Ag 16 '40

How to prevent over counter buying; programming. W. P. Worthington. Weekly Underw 141:1061+ N 18 '39; Same. East Underw 40:10 N 24 '39

How to sell effectively. H. T. Wright. Weekly Underw 142:1348+ Je 1 '40

I hit the jackpot. M. Monroe. Weekly Underw 142:1179+ My 11 '40

If I were to start as an agent again. J. A. Fulton. East Underw 41:48+ pt 2 O 4 '40

Importance of high grade personnel stressed; abstracts. J. A. Stevenson. East Underw 41:6+ N 1 '40; Weekly Underw 143:1170 N 16 '40

Important problem of maintaining morale. J. A. Hawkins. Ins Field (Life ed) 69:30 O 11 '40

Improving prospecting; abstracts. W. K. Wise. Weekly Underw 143:1106 N 9 '40; East Underw 41:18 N 1 '40

Insurance as aid to democracy; why the life underwriter? H. D. Hart. East Underw 41:6 Jl 26 '40

Is the agent a parasite? analysis of life insurance costs. L. P. Rock. Ins Field (Life ed) 69:16-17 My 17 '40

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Langford Anderson's policyholders include 410 Coast guard officers. P. Troth. East Underw 41:6 F 23 '40

Lawrence Priddy has retired from insurance; most colorful life insurance agent in America. East Underw 41:6 N 8 '40

Leading producers always keep up a good pace. H. B. Berwick. Nat Underw (Life ed) 44:31 N 1 '40

Let's decide; cause of deterioration of salesmen; abstracts. D. R. Mason. Nat Underw (Life ed) Daily ed 44:6+ S 27 '40; East Underw 41:23 S 27 '40

Letters will work for you; two tested rules for writing successful letters. H. D. Shaw. East Underw 41:126-7 pt 2 O 4 '40

License renewal in Ohio. J. A. Lloyd. Weekly Underw 143:115 Jl 20 '40

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Life underwriting as a professional career. T. B. Sweeney. 45p 75c Harper '40

Mechanics of an organized sales procedure. East Underw 41:78+ pt 2 O 4 '40

Men left on base never win ball games; strength in joint work. H. M. Faser, jr. Weekly Underw 142:38-9 sec 2 My 11 '40

Military tactics in selling. R. LeCraw. Weekly Underw 142:66-7 sec 2 My 11 '40

Million dollar round table member tells why he entered life insurance and how he operates. O. E. Carlin. Spectator (Life ed) 145:30+ S 26 '40

Million dollar round table producers answer questions on methods. East Underw 41:33 S 27 '40; Nat Underw (Life ed) Daily ed 44:7+ S 26 '40; Spectator (Life ed) 145:24-5, 36-7 S 26 '40

Million dollar producers session, NALU. Nat Underw (Life ed) Daily ed 44:7+ S 25 '40

Modern methods in life underwriting; questions and answers on problems. L. Behr. Weekly Underw 142:388-9 F 10 '40

Morale mainspring in agents' success. J. M. Holcombe, jr. Nat Underw (Life ed) 44:19-20 N 8 '40

New pioneering type for decade just ahead. C. O. Fischer. Weekly Underw 142:1288 My 25 '40

New York company seeks to raise income level of agents by insisting on a minimum production level. Nat Underw (Life ed) 44: 1+ Mr 15 '40

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1940-41 million dollar round table. Ins Field (Life ed) 69:7 Ap 19 '40; Weekly Underw 142:1174+ My 11 '40; East Underw 41:9 Jl 26 '40; Nat Underw (Life ed) 44:2+ Jl 26 '40
1939 leaders of 55 companies tell how they succeeded. Ins Field (Life ed) 69:15 F 9; 15 F 16; 15 F 23; 15+ Mr 1 '40
Objectives and work plan advised in opening Work habits seminar. G. Taggart. Nat Underw (Life ed) Daily ed 44:8 S 26 '40
Old policyholders and new business. W. Hemman. Spectator (Life ed) 145:18-19 Jl 4 '40
Outsider's view is presented; planning for improved salesmanship. A. H. Morrill. Nat Underw (Life ed) 44:4 Mr 29 '40
Personality flaws that cause failure. A. W. Leonard. Nat Underw (Life ed) 44:23 O 18 '40
Plan which sold $50,000. R. Sanders. Nat Underw (Life ed) Daily ed 44:18 S 25 '40
Poll shows successful men approve agency system and selling methods; abstracts. A. W. Atwood. East Underw 41:20 N 1 '40; Nat Underw (Life ed) 44:2 N 1 '40; Weekly Underw 143:1013+ N 2 '40
Preparing for program interview. J. L. Bishop. Spectator (Life ed) 145:18 N 7 '40
Production leaders for 1939 announced by companies. Nat Underw (Life ed) 44:6 F 9 '40
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Prospecting, morale and simple approach stressed at Illinois meeting. Nat Underw (Life ed) 44:19 N 8 '40
Put social security act to work. L. A. Beers. Ins Field (Life ed) 68:31-2 D 29 '39
Responsibility and accountability is theme of Massachusetts association of life underwriters conference. F. L. Armstrong. East Underw 41:8+ S 20 '40
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Sales presentation and closing methods; prize winning efforts. W. H. McGrath. Weekly Underw 143:300-1 Ag 10 '40
Samuel W. Sturm has $36,000,000 in force with Mutual benefit life. East Underw 41:3 F 9 '40
SEC attaché reveals that life field men might get social security numbers. Nat Underw (Life ed) 44:3+ My 31 '40
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Selling with facts; an approach and a presentation. S. E. Martin. Ins Field (Life ed) 69:14-16+ My 31 '40
Seven point selling program, from Manhattan Life. Spectator (Life ed) 145:19 O 10 '40
She didn't believe in life insurance; agent agreed and sold the case. W. B. Angell. Ins Field (Life ed) 69:18+ O 25 '40
Showmanship unnecessary; what life insurance men should do and don't. Z. Kaufman. Ins Field (Life ed) 69:17 O 25 '40
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Social security act; observations on not using it as a life insurance builder. B. A. Hedges. Nat Underw (Life ed) 43:12 N 10 '39
Social security act should be understood by agents. J. C. McFarland. Nat Underw (Life ed) 44:31 Mr 1 '40
Social security from the life underwriter's viewpoint. I. Bendiner. Spectator (Life ed) 144:12-16+ F 15; 28 F 29 '40
Soliciting business outside state, agent loses workmen's compensation suit against company. East Underw 41:12 Jl 5 '40
Some agents love to be complex; two foolproof policies. I. Bendiner. East Underw 41:3+ My 31 '40
Some 100-case-a-year men. East Underw 41:
100, 102+ pt 2 O 4 '40
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Life policy loan rate. V. Howell. Weekly Underw 142:646 Mr 16 '40

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Age discrepancies not important social evil. J. C. Blackall. East Underw 41:1+ Je 21 '40

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Suggested solution for social security snag; use of a settlement option clause. Nat Underw (Life ed) 44:8 Je 14 '40

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Extension of credit for premium; payment not nullified by death of the insured; digest of recent case. J. S. Regan. Spectator (Life ed) 145:16-17 O 10 '40

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Are you prospecting properly? C. H. Orr. Ins Field (Life ed) 69:14-15 Mr 8 '40

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Pick type of prospects suitable to you. P. B. West. East Underw 41:19 Mr 22 '40

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Program your prospecting. A. Rosenthal. Ins Field (Life ed) 69:14-15+ Ag 9 '40

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Aetna Life announces rate changes. Nat Underw (Life ed) 44:11 Jl 19 '40; Spectator (Life ed) 145:19 Jl 18 '40

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Bankers Life of Nebraska increases rates on income contracts. Nat Underw (Life ed) 43:29 D 15 '39

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Travelers' new non-participating life and endowment rates, effective Oct. 1. Nat Underw (Life ed) 44:9 S 13 '40

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Ohio National Life is absorbing Columbia Life; reinsurance pact. Nat Underw (Life ed) 43:4+ D 22 '39

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Washington National two new policies. Spectator (Life ed) 144:21 Ja 4 '40

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How the agent can help in refugee underwriting. W. G. Dowd. East Underw 41:17 F 16 '40

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Travelers expands salary savings plan for trainees. Nat Underw (Life ed) 44:19-20 O 18 '40

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Insurance in force; ranking of companies, 1939 and 1940. Nat Underw (Life ed) 44:2 Mr 15 '40

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Owners of a million or more in life insurance. Spectator (Life ed) 143:32-3 sec 2 D 7 '39

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Twenty-eight year record of life sales, yearly, 1913-39; monthly, 1937-39. Spectator (Life ed) 144:10 Ap 11 '40

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Announcement of S. S. Huebner foundation for insurance education. Nat Underw (Life ed) Daily ed 44:16 S 27 '40

Broad educational program outlined. S. S. Huebner. Ins Field (Philadelphia Conv Daily ed) 69:2, 22-3 S 27 '40; Same. Nat Underw (Life ed) Daily ed 44:7, 34-5+ S 27 '40; Same cond. East Underw 41:8+ S 27 '40

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Educational plan proposed by National association of life underwriters to attract young college men. East Underw 41:6 S 27 '40

Insurance course for lawyers now started in New York. East Underw 41:11 Ap 12 '40

Insurance society of New York plans expansion of life education program. East Underw 41:14 O 11 '40

Investment seminar of American Life Convention proves highly successful. East Underw 41:1+ Ag 9 '40; Ins Field (Life ed) 69:8-9 Ag 9 '40; Nat Underw (Life ed) 44:1 Ag 9 '40; Weekly Underw 143:302 Ag 10 '40

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L.O.M.A. institute examinations in May for non-technical employes. East Underw 41:11 Ap 12 '40

Monarch Life extends its training school plan. Nat Underw 44:28 O 17 '40

Plans for officers' investment seminar sponsored by American life convention and Indiana university. East Underw 41:14 Ja 5 '40; Nat Underw (Life ed) 43:4 D 29 '39; Weekly Underw 141:1365+ D 30 '39

Rising tide in underwriter education. D. McCahan. Weekly Underw 142:40-2, 77+ sec 2 My 11 '40

Rural agents to have school at Purdue university; two weeks' course in July. East Underw 41:10 Je 14 '40

School to train agents for state exams sponsored by Life underwriters association of New York city. East Underw 41:4 F 2 '40

17-week advanced course planned by Life underwriters association of New York. East Underw 41:14 O 25 '40

Twenty-five weeks' instruction to be sponsored by C.L.U. in Boston. Weekly Underw 143:880 O 12 '40

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Actuaries praise mortality table committee report. Nat Underw (Life ed) 43:3+ N 10 '39

Comments on mortality table discussion before TNEC. M. A. Linton. East Underw 41:17 F 23 '40; Same. Ins Field (Life ed) 69:17-18+ F 23 '40; Nat Underw (Life ed) 44:3+ F 23 '40; Same. Weekly Underw 142:466+ F 24 '40; Same abr. Spectator (Life ed) 144:34 F 29 '40

Modern mortality tables would affect insurance cost but little. A. N. Guertin. East Underw 41:4 Ja 5 '40

Mortality table is discussed by the commissioners. Nat Underw (Life ed) 43:3, 31-2 D 15 '39

Mortality table Z; study is debated by Chicago actuarial club. Nat Underw (Life ed) 43:7 N 24 '39

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Greater responsiveness to needs urged by buyer. J. G. Reese. Nat Underw 44:15 Jl 4 '40

Improved agency qualifications in insurance. J. C. Blackall. Nat Underw Conv no 44:8+ S 20 '40; Same. Ins Field (Buffalo Conv Daily ed) 69:6 S 19 '40

Insurance buyer looks at insurance agents. L. H. Wiggers. Weekly Underw 143:782+ O 5 '40; Abstracts. East Underw 41:22 O 4 '40; Nat Underw 44:19+ O 3 '40

Insurance executives favor proposition for department to aid members in financial distress; abstract. W. A. Earls. Weekly Underw 143:824 O 12 '40; Nat Underw 44:10 O 10 '40

Insurance offers unlimited opportunity. L. E. Falls. Weekly Underw 142:349+ F 10 '40

Leading problems of agents reviewed in administration report. S. O. Smith. East Underw 41:22+ S 20 '40

Local board in action; Kansas City, Kansas, insurors won the Priest cup for activity. Ins Field (Fire ed) 68:18-19 N 23 '39

Local relations by the public agent. P. H. Midyette. Ins Field (Fire ed) 69:28-9 Ap 25 '40

Main factors in modern selling; ideas from N.A.I.A. forum. L. W. Garlichs. Ins Field (Fire ed) 69:22-3 My 2 '40

Middleman, right now; agents should chart future course; abstracts. W. H. Bennett. Weekly Underw 142:769+ Mr 30 '40; East Underw 41:20 Mr 29 '40; Ins Field (Fire ed) 69:9-10+ Mr 28 '40

Model residence display depicts need for complete selling. Nat Underw 44:31 F 15 '40

Mystery of grocers' strange insurance deal; National retail-owned grocers insurance agency, Chicago. Nat Underw 43:11 N 23 '39; 44:5 F 8 '40

National agents' leader reviews 1939. S. O. Smith. Weekly Underw 142:28+ Ja 6 '40

National defense and insurance; how agent can take advantage of opportunities. J. F. Crafts. Weekly Underw 143:1029 N 2 '40

New era of salesmanship. A. H. Morrill. Nat Underw 44:33 Mr 28 '40

INSURANCE agents—*Continued*

New Jersey agents modify appointment pledge to meet company objections. East Underw 41:16 My 10 '40; Ins Field (Fire ed) 69:7-8 My 9 '40; Nat Underw 44:10 My 9 '40; Weekly Underw 142:1142 My 11 '40

New Jersey agents to ask appointment pledge of companies. East Underw 41:1+ Mr 22 '40; Weekly Underw 142:596+ Mr 9 '40

1940 inventory; humorous self-analysis chart. C. B. Petrie. Weekly Underw 142:8-9+ Ja 6 '40

Non-stock competition activity; cross section survey conducted by the Field. Ins Field (Fire ed) 69:20-1, 26 S 5 '40

Ohio association president airs producers problems; abstracts. W. A. Earls. Nat Underw 44:3+ Ja 25 '40; Weekly Underw 142:233+ Ja 27 '40

Outlook of the farm writing agent. B. R. Walinder. Nat Underw 44:19+ O 3 '40

Period of expansion ahead for alert agents. E. C. Stone. East Underw 41:33 O 4 '40

Permanence of agency system is up to producers; brokers and agents should not represent mutuals. R. H. Bland. Nat Underw 44:19 F 1 '40

Pittsburgh agents ask companies' observance of laws. East Underw 41:17 Ag 16 '40

Plea to end compromise for expediency; abstracts. W. A. Earls. Weekly Underw 142:889+ Ap 13 '40; Ins Field (Fire ed) 69:7 Ap 11 '40; Nat Underw 44:17 Ap 11 '40

Pointers for local agents. Published in weekly numbers of National underwriter

Pointers in merchandising insurance. T. H. Ross. Ins Field (Fire ed) 69:22-4 D 12 '40; Abstract. Nat Underw 44:23+ N 7 '40

Pointers on mutual competition. A. D. Cronin. Weekly Underw 142:701+ Mr 23 '40

Problems confronting producers; Ohio association president airs views. W. A. Earls. Weekly Underw 142:1335+ Je 1 '40

Problems of local agents. J. A. Lloyd. Weekly Underw 143:757+ O 5 '40

Public relations begins at home. R. W. Bugli. Ins Field (Fire ed) 69:24-5 F 15 '40

Rural agents; abstracts. R. W. Forshay. Spectator (Property ed) 6:40 S 19 '40; East Underw 41:42 S 27 '40

St Louis Board to consider changes to constitution and by-laws. Nat Underw 43:5 N 23 '39

St. Louis board's new setup and plan for public relations campaign on value of stock insurance; abstracts. J. J. O'Toole. East Underw 41:16 My 31 '40; Ins Field (Fire ed) 69:7-8 My 30 '40; Nat Underw 44:27 My 30 '40

Save the agency system; increasing lack of harmony within insurance ranks. H. C. Stebbins. Ins Field (Fire ed) 69:16-17 Ap 4 '40

Secession stand of Ohio association of insurance agents, Feb. 1939. H. D. Van Gilder. Ins Field (Fire ed) 69:7 Ap 4 '40

Successful selling. Published in weekly numbers of Insurance field (Fire-casualty edition)

Texas conditions reviewed. F. C. Gittinger. Nat Underw 44:10 My 16 '40

Where does the trend compass point for you? C. T. Hubbard. Weekly Underw 142:26+ Ja 6 '40

Where to start selling insurance. Weekly Underw 142:544 Mr 2 '40

Will the agent survive? prominent insurance buyer says yes. A. P. Lange. Ins Field (Fire ed) 69:16-17+ F 8 '40

See also
Insurance associations
Insurance brokers
also subdivision Agents under various forms of insurance, e.g. Insurance, Automobile—Agents
also National association of insurance agents

Advertising

Ad suggestions for insurance agents. il Weekly Underw 141:1384-6; 142:794-6, 1566-8; 143:442-4 D 30 '39, Mr 30, Je 29, Ag 31 '40

Advertising and news; how one local agent links his agency with current events. M. D. Pepperman. Ins Field (Fire ed) 69:16 Ag 8 '40

Agents' advertising can be profitable. E. Miller. East Underw 40:25+ N 24 '39

Brooklyn local agency launches a bold advertising program in the large newspapers. il Ins Field (Fire ed) 68:22 N 30 '39

County fairs pay off; local agent advertising that paid dividends. J. S. Johnson; W. H. Pearson. il Ins Field (Fire ed) 69:26 My 16 '40

Direct mail as a sales tool. C. W. Smitheman. Weekly Underw 141:1165 D 2 '39

Making advertising pay. G. Brown. Ins Field (Fire ed) 69:18 Je 27 '40

National association of insurance agents has new public relations plan; extra copies of Profit and progress. East Underw 41:30 F 16 '40

Postcard did it all; how Ocie Hunt, Bradshaw, Tex. advertises his customers. Ins Field (Fire ed) 69:20 Mr 21 '40

Premiums from advertising. W. N. Hoffman. Ins Field (Fire ed) 69:20 Ap 4 '40

Publicity given in skunk loss. Ins Field (Fire ed) 69:21 O 31 '40

Simple formula for correct use of good direct mail advertising. East Underw 41:32 Je 7 '40

So you want to advertise! why? H. E. Taylor. Weekly Underw 142:849 Ap 6 '40; Same. Ins Field (Fire ed) 69:26 Mr 28 '40; Same cond. East Underw 41:28 Ap 5 '40

Two things one local agency does which help it get new business. R. H. Aaronson, jr. Ins Field (Fire ed) 69:22-3 O 10 '40

Way to offset cooperatives is to remove cause for their existence. R. W. Bugli. East Underw 41:18 Je 21 '40

Agency management

Agency balances. Ins Field (Fire ed) 69:20 S 26 '40

Agency departments comment on what home office production men do on agency visits. East Underw 41:3-4 My 3 '40

Agency operation and management discussed at annual meeting of the National association of insurance agents. Nat Underw 44:37 S 26 '40

Agency saving of $10 a month equals $1,500 a year new business. O. Beling. East Underw 41:25+ Mr 22 '40

Agency system has proven ability to serve public. S. M. Hollander. Weekly Underw 142:204 Ja 20 '40

American association of insurance general agents annual meeting, Dallas. East Underw 41:20-2 Ap 19; 20-1 Ap 26 '40; Nat Underw 44:2+ Ap 18 '40

California panel discusses costs, making small policies profitable, premium financing. Nat Underw 44:5+ N 7 '40

Criticism of local agency practices and salesmanship by an unbiased buyer. A. C. Bryant. Ins Field (Fire ed) 69:16-17 Jl 4 '40

Cutting costs; saving money on special billheads. M. T. Leahy. il Ins Field (Fire ed) 69:17, 20 Ja 11 '40

Defrosting agency correspondence. J. W. Scherr, jr. East Underw 41:37 Mr 1 '40

Four ways to cut costs; local agents present 4 methods. L. O. Meeks; J. T. Talton; F. M. Dayton. Ins Field (Fire ed) 69:18 Ap 4 '40

Geared for production; N.A.I.A. forum on office routine; abstracts. O. Beling. Ins Field (Fire ed) 69:28-9 My 2 '40; Nat Underw 44:33 My 2 '40

General agency business well-organized in Texas. Ins Field (Fire ed) 69:16-18 Ap 11 '40

How agency should make use of telephone. M. A. Cramer. East Underw 41:24 Ag 2 '40

How your office looks to your public, and attention to guest requirements important. R. Bugli. Ins Field (Fire ed) 69:22-3 O 17 '40

Management of agency. O. Beling. Weekly Underw 143:230 Ag 3 '40

INSURANCE agents—Agency management—*Continued*

Motivation is most important job in agency building. E. B. Brink. Nat Underw 44:30 F 1 '40
Motivation—why, when and how? C. F. Lundquist. Ins Field (Fire ed) 69:18-19 Je 13 '40; Same. Ins Field (Life ed) 69:16-17 Je 14 '40; Same. Weekly Underw 142:92-3 Jl 13 '40
Office systems; 10 leading questions. O. Beling. Nat Underw 44:19 O 24 '40
Paviour agency of Rochester prepares for 70th anniversary. East Underw 40:101+ D 15 '39
Plenty of satisfaction in running an insurance agency. D. F. Giberson. East Underw 41:12+ pt 2 My 10 '40
Ploughing deeply is necessary to get better results. S. Welton. Nat Underw 44:23+ Ap 18 '40
Put the printer on the pay-roll; printed forms increase agency business. M. F. Pomeroy. Ins Field (Fire ed) 69:20-1 Mr 14 '40
Salesmen lean on their shovels too often? box score posted weekly prods insurance salesmen. Sales Management 47:58 S 1 '40
Streamlined management; efficient agency office management and routine is essential to show a profit. O. Beling. Ins Field (Fire ed) 69:20-1+ Ag 15 '40
Successful agency operation; a symposium. Ins Field (Fire ed) 69:18-19 Ja 4 '40
Successful agency operation; interview with George R. Teeson, Alexandria, Minn. E. L. Roney. Ins Field (Fire ed) 69:24 Mr 7 '40
Two things one local agency does which help it get new business. R. H. Aaronson, jr. Ins Field (Fire ed) 69:22-3 O 10 '40
What customers expect of an up-to-date local agency. J. B. Hopkins. Ins Field (Fire ed) 69:20-2 Ag 22; 20-2 Ag 29 '40
What it means to build public relations among my customers. C. E. Dalrymple. East Underw 41:33 pt 2 My 10 '40
Which way to stability? W. Meiss. Weekly Underw 141:1382-3 D 30 '39
Whipping the collection problem. C. S. Whitner. il Ins Field (Fire ed) 69:18-19+ Je 20 '40

Commissions

Bennett takes issue with Benjamin Rush; resents commission claims made before American bar association. East Underw 41:24 S 20 '40
Colorado agents despair of increased commissions. Ins Field (Fire ed) 69:13 My 23 '40
Colorado agents pursue contingent commission demand. Nat Underw 44:3+ F 8 '40
Commission cut is hard but necessary. L. E. Falls. Nat Underw 44:21 O 31 '40
Contingent commissions studied by S.E.U.A. committee. Nat Underw 44:5+ F 15 '40
Contingent demand from agents in Rocky Mountain field. Nat Underw 44:5+ F 15 '40
Dynamite; Illinois insurance situation. Ins Field (Fire ed) 68:7-8 N 23 '39
Graded commission plan recommended for large premiums; committee representing casualty and surety companies. Nat Underw 44:21+ S 19 '40
Graded commissions and expense differ. W. H. Menn. East Underw 41:39 N 1 '40
Graded commissions on large bonds voted by insurance organizations. East Underw 41:33 O 25 '40
Graded commissions; views of producers. S. O. Smith. Weekly Underw 143:613+ S 21 '40
Graded form of commissions sought on high premium risks. Nat Underw 44:29+ S 12 '40
Local board reference weighs problems of direct writing and auto finance. East Underw 41:28 S 20 '40
New rules for Cook county, Illinois, start today; casualty and surety acquisition costs. East Underw 40:30 D 1 '39
Prominent head of agency comments on acquisition cost. Nat Underw 43:17+ N 9 '39
Protective custody has dangers; agents warned against promoting severe restrictive laws. E. M. Allen. Nat Underw 44:18+ F 1 '40
S.E.U.A. rejects contingent commission. East Underw 41:20 Ap 5 '40; Nat Underw 44:5 Ap 4 '40; Ins Field (Fire ed) 69:8-9 Ap 4 '40

Contracts

Contract provision requiring agent to return to company all unearned commissions on policies cancelled held reasonable. Weekly Underw 142:393 F 10 '40
Mutual agent loser in expiration ownership case. Nat Underw 43:5 N 2 '39

Conventions

Agents' state associations convene. Spectator (Property ed) 5:6-7 N 16 '39
Alabama association of insurance agents 44th annual meeting, Montgomery, May 9-10. Ins Field (Fire ed) 69:16-17 My 16 '40; Nat Underw 44:3+ My 16 '40; Weekly Underw 142:1152, 1218 My 11-18 '40
Arizona association of insurance agents annual meeting, Tucson. Nat Underw 43:3+ N 2 '39
Arizona association of insurance agents annual meeting, Phoenix. Nat Underw 44:5+ N 7 '40
Arkansas association of insurance agents 40th annual convention, Hot Springs, May 10-11. Ins Field (Fire ed) 69:18 My 16 '40; Nat Underw 44:1+ My 16 '40
California association of insurance agents annual meeting, Oakland. East Underw 40:27 D 1 '39; Ins Field (Fire ed) 68:14-15+ N 16 '39; Nat Underw 43:3+ N 16; 5+ N 23 '39
California association of insurance agents annual meeting, Los Angeles. Ins Field (Fire ed) 69:9 N 7 '40; Nat Underw 44:3, 27+, 33 O 31 '40
Colorado and Vermont agents hold meetings. Spectator (Property ed) 6:9 O 3 '40
Colorado association of insurance agents annual convention, Colorado Springs, Sept. 13-14. Ins Field (Fire ed) 69:13+ S 19 '40; Nat Underw 44:4+ S 19 '40
Connecticut association of insurance agents annual meeting, New Haven. East Underw 41:20 N 8; 17 N 15 '40; Nat Underw 44:3+ N 7; 4+ N 14 '40
Connecticut association of insurance agents 41st annual meeting, New Haven. East Underw 40:25-6 N 24 '39; Ins Field (Fire ed) 68:8-9+ N 23 '39; Nat Underw 43:3+ N 23 '39
Florida insurance agents association annual convention, Palm Beach. Ins Field (Fire ed) 69:24-6+ Ap 18 '40; Nat Underw 44:1+ Ap 18 '40
Georgia association of insurance agents annual convention, Tybee Island. Ins Field (Fire ed) 69:11+ My 30 '40; Nat Underw 44:1+ My 30 '40; Weekly Underw 142:1309+ Je 1 '40
Idaho association of insurance agents annual meeting, Hayden Lake. Nat Underw 44:3+ Ag 15 '40
Illinois association of insurance agents annual convention, Springfield. Nat Underw 43:21+ N 16 '39
Illinois association of insurance agents 41st annual convention, Rockford, Oct. 24-25. Ins Field (Fire ed) 69:12-13 O 24 '40; Nat Underw 44:21-2, 23, 24 O 31 '40
Indiana association of insurance agents, 40th annual meeting, Indianapolis. Nat Underw 43:28+ N 16 '39
Indiana association of insurance agents 41st annual meeting, Indianapolis, Oct. 29-30. East Underw 41:24 N 8 '40; Ins Field (Fire ed) 69:9-10+ N 7 '40; Nat Underw 44:28, 31 O 31 '40
Iowa association of insurance agents 34th annual convention, Des Moines. Ins Field (Fire ed) 69:11+ S 12 '40; Nat Underw 44:25-7+ S 12 '40
Kansas association of insurance agents midyear meeting, Wichita. Nat Underw 44:3+ Ap 25 '40

INSURANCE agents—Conventions—*Continued*

Kansas association of insurance agents 20th annual convention, Hutchinson, Oct. 9-10. Ins Field (Fire ed) 69:10-11+ O 17 '40; Nat Underw 44:6+ O 10; 16-17 O 17 '40

Kentucky association of insurance agents 47th annual convention, Lexington, June 19-21. Ins Field (Fire ed) 69:10+ Je 20; 12-13 Je 27 '40; Nat Underw 44:2+ Je 20; 3+ Je 27 '40

Louisiana insurance society meeting, Shreveport. Nat Underw 44:3+ Mr 28; 3+ Ap 4 '40; Ins Field (Fire ed) 69:15-16+ Mr 28; 7-8 Ap 4 '40

Maine association of insurance agents annual meeting, Waterville. Ins Field (Fire ed) 69:12 O 24 '40

Maryland association of insurance agents 4th annual convention, Baltimore, Oct. 24. East Underw 41:29 N 1 '40; Nat Underw 44:3+ O 31 '40

Massachusetts association of insurance agents 41st annual convention, Worcester. East Underw 41:24-5 O 11 '40; Ins Field (Fire ed) 69:13-14 O 10 '40; Nat Underw 44:3+ O 10 '40; Spectator (Property ed) 6:6 O 17 '40; Weekly Underw 143:825-6 O 12 '40

Michigan association of insurance agents annual meeting, Detroit. Nat Underw 44:5+ S 5; 21-3+ S 12 '40; Ins Field (Fire ed) 69:10+ S 12 '40

Minnesota association of insurance agents 43d annual meeting, Duluth. Ins Field (Fire ed) 69:8 Ag 22; 11+ Ag 29 '40; Nat Underw 44:3+ Ag 29 '40

Mississippi association of insurance agents 42d annual convention, Biloxi. Ins Field (Fire ed) 69:12+ My 30 '40; Nat Underw 44:3+ My 30 '40

Missouri association of insurance agents 41st annual convention, Joplin, Oct. 7-8. Ins Field (Fire ed) 69:11-12+ O 10 '40; Nat Underw 44:22+, 23+ O 10 '40; Spectator (Property ed) 6:6-7 O 17 '40

Montana association of insurance agents annual convention, Lewistown. Nat Underw 44:3+ Ag 22 '40

N.A.I.A. mid-year meeting, Wichita, Kan. Ins Field (Fire ed) 69:17+ Ap 25; 11+ My 2 '40; East Underw 41:1+ Ap 26; 28 My 2 '40; Nat Underw 44:3+ Ap 25; 3+ My 2 '40; Spectator (Property ed) 5:10-12+ My 2 '40; Weekly Underw 142:1022-6 Ap 27 '40

Nebraska association of insurance agents annual meeting, Lincoln. Ins Field (Fire ed) 69:14+ My 30 '40; Nat Underw 44:1+ My 30 '40

New England associations of insurance agents 19th annual convention, Poland Springs, Me., June 26-28. East Underw 41:26-7 Jl 5 '40; Ins Field (Fire ed) 69:9+ Jl 4 '40; Nat Underw 44:5+ Je 27; 3+ Jl 4 '40; Spectator (Property ed) 6:8+ Jl 11 '40; Weekly Underw 142:1552-7 Je 29 '40

New Hampshire association of insurance agents annual meeting, Manchester. Nat Underw 44:5+ O 31 '40

New Jersey association of underwriters 47th annual convention, Atlantic City. East Underw 41:16+ S 6; 21-2 S 13 '40; Nat Underw 44:3+ S 5; 4+ S 12 '40; Ins Field (Fire ed) 69:9-10+ S 12 '40; Weekly Underw 143:556+ S 14 '40

New Jersey association of underwriters meeting, Newark. East Underw 41:18-20, 40, 43 Mr 15 '40; Ins Field (Fire ed) 69:9-10+ Mr 14 '40; Nat Underw 44:3+ Mr 14 '40; Spectator (Property ed) 5:7-8 Mr 21 '40

New Mexico association of insurance agents 7th annual convention, Santa Fe, Oct. 18-19. Ins Field (Fire ed) 69:12+ O 24 '40; Nat Underw 44:5+ O 24 '40

New York state association of local agents 58th annual convention, Syracuse. East Underw 41:1+, 19-23 My 17 '40; Ins Field (Fire ed) 69:14-15 My 16 '40; Nat Underw 44:1+, 3+ My 16 '40; Spectator (Property ed) 5:14-15+ My 16 '40; Weekly Underw 142:1202-7, 1211 My 18 '40

North Carolina association of insurance agents annual convention, Winston-Salem, April 28-30. Ins Field (Fire ed) 69:12-13 My 2 '40; Nat Underw 44:1+ My 2 '40; Weekly Underw 142:1088-9+ My 4 '40

Ohio association of insurance agents annual convention, Cleveland. Nat Underw 44:18-21+ O 3 '40; East Underw 41:16 O 4 '40; Ins Field (Fire ed) 69:9-11+ O 3 '40; Weekly Underw 143:768 O 5 '40; Spectator (Property ed) 6:7 O 17 '40

Ohio association of insurance agents mid-year meeting, Columbus. Nat Underw 44:1+ My 30 '40

Oklahoma association of insurors 31st annual convention, Enid. East Underw 41:16 My 31 '40; Ins Field (Fire ed) 69:13 My 30 '40; Nat Underw 44:1+ My 30 '40

Ontario fire and casualty insurance agents' association 20th annual meeting, Toronto. East Underw 41:26+ O 25 '40; Nat Underw 44:4+ O 24 '40

Oregon insurance agents association annual meeting, Portland. Nat Underw 44:17, 25-6 Ag 8 '40

Pennsylvania association of insurance agents annual convention, Pittsburgh, Oct. 3-4. Ins Field (Fire ed) 69:9 O 3; 11+ O 10 '40; East Underw 41:25 O 4; 24 O 11 '40; Nat Underw 44:3+ O 3; 3+ O 10 '40; Spectator (Property ed) 6:34 O 17 '40; Weekly Underw 143:829 O 12 '40

Rhode Island association of insurance agents annual meeting, Providence. Nat Underw 44:4+ O 31 '40

South Carolina association of insurance agents 42d annual convention, Charleston, May 16-17. Ins Field (Fire ed) 69:16+ My 23 '40; Nat Underw 44:3+ My 23 '40; Weekly Underw 142:1257 My 25 '40

Southern Illinois agents forum, Belleville. W. A. Scanlon. Nat Underw 44:3, 34-5 F 22 '40

Suburban New York association of local agents annual meeting, New Rochelle. East Underw 41:19 My 3 '40

Tennessee association of insurance agents 47th annual convention, Chattanooga. Ins Field (Fire ed) 69:10 Je 13; 9-10+ Je 20 '40; Nat Underw 44:3+ Je 20 '40; Weekly Underw 142:1495 Je 22 '40

Texas association of insurance agents 43d annual convention, Houston. Ins Field (Fire ed) 69:17+ My 23 '40; Nat Underw 44:14+ My 23 '40; Spectator (Property ed) 5:7 My 30 '40

Utah fire and casualty insurors' association 21st annual convention, Salt Lake City, Aug. 2. Ins Field (Fire ed) 69:7-8 Ag 8 '40; Nat Underw 44:3+ Ag 8 '40

Vermont association of insurance agents annual meeting, Fairlee. Ins Field (Fire ed) 69:14+ S 19 '40; Nat Underw 44:49 S 12 '40

Virginia association of insurance agents 42d annual convention, Virginia Beach, May 30-June 1. East Underw 41:28 Je 7 '40; Ins Field (Fire ed) 69:9+ Je 6 '40; Nat Underw 44:5+ Je 6 '40; Weekly Underw 142:1374+ Je 8 '40

Washington insurance agents league annual meeting, Seattle, Aug. 7-9. Nat Underw 44:5+ Ag 8; 15+ Ag 15 '40; Ins Field (Fire ed) 69:11-12 Ag 15 '40

West Virginia association of insurance agents annual meeting, White Sulphur Springs. Ins Field (Fire ed) 69:7-8 Jl 11 '40; Nat Underw 44:3+ Jl 11 '40; Spectator (Property ed) 6:20 Jl 11 '40

Wisconsin agents 42d annual convention, Fond du Lac, Oct. 17-18. Ins Field (Fire ed) 69:10+ O 17 '40; Ins Field (Fire ed) 69:11+ O 24 '40; Nat Underw 44:19-20 O 24 '40

Wyoming association of insurance agents annual meeting, Casper. Nat Underw 44:3+ S 12 '40

See also

National association of insurance agents

Costs

General agency management costs analyzed. L. S. Morrison. Nat Underw (Life ed) 44:5 Mr 22 '40

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Irregular agents

Goodpaster of Kentucky to license only bona fide agents; certain representatives of finance companies and loan associations adversely affected. Weekly Underw 142:1436+ Je 15 '40

Law

Agent liable for losses of unlicensed insurer; verdict of Tennessee supreme court. Nat Underw 44:27 S 26 '40

Agent qualifications improving steadily. J. C. Blackall. East Underw 41:24 S 20 '40

Agents' status still moot question in N.Y.; hearing on unemployment insurance tax. East Underw 41:13 O 4 '40; Nat Underw (Life ed) 44:8 O 4 '40

Annual statements and agents' licenses; requirements in New Hampshire. Weekly Underw 142:237 Ja 27 '40

Associated grocers agree to stop offering free insurance in Missouri. Ins Field (Fire ed) 69:12 My 23 '40

Brokerage of business between agents; North Carolina ruling. Weekly Underw 141:1367 D 30 '39

Colorado restricts agents licensing. Nat Underw 44:3 F 1 '40

Committee on New York state examination of new agents named by Supt Pink. East Underw 41:1+ F 2 '40

Connecticut opinion on agent examination fee. Weekly Underw 142:648+ Mr 16 '40

Contract terms viewed broadly in agents' unemployment insurance. Nat Underw (Life ed) 44:13-14 Mr 1 '40

Countersignature commission law defended. B. C. Hopkins. Nat Underw 44:27+ S 12 '40

Countersignature issue is sharp one in the business. Nat Underw 44:15+ Jl 4 '40

Counter-signature law in Montana to get Supreme court test. Ins Field (Fire ed) 69:12 Je 6 '40

Countersignature model act attacked by the mutuals. Nat Underw 43:4+ D 14 '39

Countersignature right of unlicensed clerical employees; California opinion. Weekly Underw 142:1436 Je 15 '40

Defends trust account law; stricter law for agents necessary to cut misuse of company funds; abstracts. H. D. McNairn. East Underw 41:26 N 1 '40; Nat Underw 44:45-6 O 31 '40

Expect repealer of Montana counter-signature law; W. H. Bennett gives reaction to decision of Supreme court in upholding law. Nat Underw 44:6+ O 24 '40

Finance companies' employees' licenses to be lapsed in Kentucky. Ins Field (Fire ed) 69:8 Je 13 '40

Full efficiency for '41. W. H. Bennett. Weekly Underw 143:613+ S 21 '40; Excerpts. Spectator (Property ed) 6:17+ S 19 '40; Abstract. East Underw 41:26+ S 20 '40

How surplus line law works in Arizona; explanation of Lloyds transactions. Nat Underw 44:3+ N 7 '40

Insurance broker-agent, their status under the laws of the various states. H. Law. 106p pa $1.50 Harrison Law, 44 Whitford av, Nutley, N.J. '39

Kavanaugh's probe brings cancellations in Colorado. Nat Underw 44:37 Mr 28 '40

Kentucky new non-residents law explained; abstracts. S. Goodpaster. Weekly Underw 142:1541+ Je 29 '40; Ins Field (Fire ed) 69:9 Je 27 '40

License renewal; California requirements altered by action of legislature. Weekly Underw 142:1312 Je 1 '40

Louisiana countersignature bill is amended. Nat Underw 44:4 Jl 25 '40

Maine to have new countersigning rule; minimum commission of 10 percent to be paid on casualty and surety business. C. W. Lovejoy. Nat Underw 44:7 O 24 '40

Minnesota issues questionnaire for license applicants. Nat Underw 44:27 Je 6 '40; Weekly Underw 142:1389 Je 8 '40

Misappropriation of funds by agents, brokers and solicitors; California ruling. Weekly Underw 142:892 Ap 13 '40

Missouri agents' leader traces deals of National retailer-owned grocers insurance agency. W. J. Welsh. Nat Underw 44:3+ Ap 18 '40

Missouri reinstates Rhode Island insurance co. license; policy issued to National retail owned grocers cancelled. East Underw 41:27 My 17 '40; Ins Field (Fire ed) 69:8-9 My 16 '40; Nat Underw 44:8+ My 16 '40; Weekly Underw 142:1201 My 18 '40

Missouri; revised procedure for licensing agents and brokers. Ins Field (Fire ed) 69:33 Mr 28 '40

Model licensing law. S. O. Smith. Ins Field (Fire ed) 69:7 Je 6 '40; Same. Nat Underw 44:3+ Je 6 '40; Excerpts. Weekly Underw 142:1376 Je 8 '40

Model non-resident agents bill studied at Commissioners' Biloxi meeting. East Underw 40:107 D 15 '39; Weekly Underw 141:1254+ D 16 '39

Montana agents not enthusiastic over countersignature decision. Nat Underw 44:16 O 31 '40

Montana resident agent law voided. East Underw 41:27 Mr 22 '40; Ins Field (Fire ed) 69:7-8 Mr 21; 10 Mr 28 '40; Nat Underw 44:5+ Mr 21; 4+ Ap 11 '40; Weekly Underw 142:770 Mr 30 '40

Monthly schedule for life agents' examinations aids New York managers. Nat Underw (Life ed) 44:4+ Ja 19 '40

National retail owned grocers insurance scheme run to earth by President Welsh, Missouri agents association. Nat Underw 44:2+ My 30 '40

New Canadian rules are expected to reduce agents' overdue balances; trust accounts required for premiums collected. East Underw 41:44 S 27 '40

New Hampshire will stiffen examinations; local associations might grade their own applicants for membership; abstracts. A. J. Rouillard. East Underw 40:26 D 1 '39; Weekly Underw 141:1155 D 2 '39; Nat Underw 43:7 N 30 '39; Nat Underw (Life ed) 43:9 D 1 '39

New rule on no. 2 agency licensing in Colorado. Nat Underw 44:28 N 7 '40

New Supreme court decisions changing Constitution's drift; Virginia resident agent case, Erie v. Tompkins, etc. S. R. Feller and L. H. Hirsch, jr. East Underw 41:1+ My 3 '40

New York basic data for license examinations; insurance department syllabus. East Underw 41:4 F 2 '40

New York law as to mingling of funds. Nat Underw 44:13 F 15 '40

Ohio licensing is explained. V. S. Martin. Nat Underw 44:3+ Ap 11 '40

Ohio non-resident infractions disclosed in report. Ins Field (Fire ed) 69:9 F 29 '40; Nat Underw 44:37 F 22 '40

Oregon agents fight licensing of Motors insurance corp., General Motors affiliate. East Underw 40:35 N 24 '39; Ins Field (Fire ed) 68:29 N 16 '39

Pennsylvania dept. alters qualification rules for producers. East Underw 41:1+ Je 14 '40

Pennsylvania regulations for qualifying agents. H. R. Teitrick. East Underw 41:34 O 11 '40

Pierce & Sibert sues Pacific board of fire underwriters over the loss of the Hollywood turf club line of insurance. Ins Field (Fire ed) 69:10 My 9 '40

Procedure to secure unemployment compensation tax exemption under Social security act. Nat Underw (Life ed) 44:21 O 25 '40

Progress is made in countersignature law problem. R. Murphy. Nat Underw 44:17+ Ag 8 '40; Same. Weekly Underw 143:269+ Ag 10 '40

Protective custody has dangers; agents warned against promoting severe restrictive laws. E. M. Allen. Nat Underw 44:18+ F 1 '40

Report of California state division of insurance department of license complaints. Ins Field (Fire ed) 68:11-12 N 16 '39

Resident agent law of Montana upheld by U.S. Supreme court. East Underw 41:24 O 18 '40; Nat Underw 44:3 O 17 '40

INSURANCE agents—Law—*Continued*

Resident agents' law asked for Tennessee. J. M. McCormack. Weekly Underw 142: 1437-8 Je 15 '40

Restrictions on countersignature a trying problem; improvement in agency law traced. J. C. Blackall. Nat Underw 44:30 O 31 '40

Rhode Island insurance co. explains its temporary suspension in Missouri; covered the so-called free insurance offered by the National retailer-owned grocers, inc. Ins Field (Fire ed) 69:8 Ap 18 '40

Solicitors' licenses; Ohio renewal ruling. Weekly Underw 143:1084 N 9 '40

Tennessee department examines agents' qualifications. Ins Field (Fire ed) 69:10-11 Ag 22 '40

Thorough checkup on agents planned by Tennessee insurance department. Nat Underw 44:4 Ap 4 '40

Two groups weigh countersignature legislation value; commissioners and company men and agents. Nat Underw 44:15+ Jl 25 '40

Two Virginia agents bills passed. Weekly Underw 142:649 Mr 16 '40

Unauthorized assignment of renewals forfeits agent's rights thereto. East Underw 41:11 F 9 '40

Unemployment compensation and life agents' status; abstracts. R. L. Hogg. East Underw 41:21 S 6 '40; Weekly Underw 143: 519 S 7 '40; Nat Underw (Life ed) 44: 4+ S 13 '40

U.S. Supreme court appeal granted in Virginia suit. Nat Underw 43:17+ N 9 '39

Unqualified Tennessee agents to be denied licenses. Ins Field (Fire ed) 69:9 O 17 '40

Virginia countersignature decision of U.S. Supreme court. C. A. Abrahamson. East Underw 41:33 My 3 '40

Virginia resident agent law upheld by U.S. Supreme court. East Underw 41:52 Ap 26 '40; Ins Field (Fire ed) 69:7-8 Ap 25 '40; Nat Underw 44:3+ Ap 25 '40; Weekly Underw 142:1017+ Ap 27 '40

Virginia resident agents law upheld. J. L. Roesch. Spectator (Property ed) 5:28-9, 36 My 2 '40

Wage and hour issue as to insurance. Nat Underw 44:4 N 7 '40

Watchful waiting policy adopted on countersignature laws. W. A. Earls. East Underw 41:26 My 31 '40

Multiple line selling

Sell more lines; personal liability, combination residence, commercial water damage insurance, and fidelity bonds. F. W. Potter. Ins Field (Fire ed) 69:18-19 My 30 '40

Part-time agents

Michigan ruling hits part-time agents. East Underw 41:18 Ap 5 '40; Ins Field (Fire ed) 69:9 Ap 4 '40; Ins Field (Life ed) 69:8 Ap 26 '40; Weekly Underw 142:960 Ap 20 '40

Prospects

1940 federal census will provide agents with valuable information. East Underw 40:33 D 1 '39; Weekly Underw 141:1153+ D 2 '39; Spectator (Property ed) 5:10 Ja 25 '40

Public relations

Opportunity is being neglected in public relations. C. D. Minor. Nat Underw 44:9 O 10 '40

Public relations moves must combat destructive thinking. R. W. Bugli. East Underw 41:33 N 1 '40

Spotlight of opinion; more self-improvement needed; abstracts. D. A. North. East Underw 41:28 O 18 '40; Nat Underw 44:5+ O 17 '40; Weekly Underw 143:893+ O 19 '40

Records

Record system. B. J. Schmidt. Ins Field (Fire ed) 68:18 D 14 '39

Sales portfolios

Royal-Liverpool companies expand survey idea; called planned protection. East Underw 41:20 S 20 '40; Weekly Underw 143:620 S 21 '40

Visual sales portfolio on survey service issued by National Fire. East Underw 41:22 N 8 '40; Same. Weekly Underw 143:897+ O 19 '40

Service

How agents can extend service. S. Welton. Nat Underw 44:16 Ag 15 '40

In what words, Mr Agent? 16 points of local agent service. C. G. Hallowell. Ins Field (Fire ed) 69:20-1 O 24 '40

Record form for assureds' own use gets business for local agent. A. R. Matthews. Ins Field (Fire ed) 69:22 Mr 21 '40

Service through surveys; local agents should use survey. M. W. Slawson. Ins Field (Fire ed) 69:20-1+ N 7 '40

Show windows

Fireman turned hobby into a job; house models dramatize buyer needs and fire prevention. il East Underw 41:34 My 10 '40

Insurance firm finds window displays effective sales builders. il Sales Management 46:30 Ja 15 '40

Training

New England agents planning broad expansion of educational programs. C. I. Fisher. East Underw 41:25+ Je 28 '40

Rapid growth in educational work by state associations. L. P. McCord. East Underw 41:40 S 20 '40

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Insurance—Study and teaching

Insurance, Life—Agents—Training

Unions

Commerce question made issue in Labor board's decision in John Hancock Mutual Life case. East Underw 41:1+ Ag 30 '40; Ins Field (Fire ed) 69:8 Ag 29 '40; Nat Underw 44:15-16 Ag 29; 3+ S 5 '40; Nat Underw (Life ed) 44:1 Ag 30; 1+ S 6 '40

Doubt commerce issue will be raised in agents' union case; both A. F. of L. and CIO claim right to bargain for John Hancock district offices. East Underw 41:1+ My 3 '40

John Hancock signs with agents' union; New York city offices recognize CIO. East Underw 41:9 O 11 '40; East Underw 41:12 O 18 '40; Ins Field (Life ed) 69:28 O 11 '40

NLRB stand may bring court fight. Nat Underw (Life ed) 44:3+ S 13 '40; Same. Nat Underw 44:5+ S 12 '40

Women agents

America's women local agents. Ins Field (Fire ed) 69:24-6 Ag 15 '40

Insurance women to hold national meeting at Denver, June 21-23. Ins Field (Fire ed) 69: 25 Ap 25 '40

Kentucky's women agents. Ins Field (Fire ed) 69:24-5 S 5; 24-5 S 12 '40

Service breeds success; successful woman local agent, Miss Nina Johnson, Rochester, N.Y. Ins Field (Fire ed) 69:22-3 Mr 14 '40

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Insurance, Life—Agents—Women agents

Ontario

Defends new law requiring trust accounts. H. D. McNairn. Nat Underw 44:45-6 O 31 '40

Educational courses and licensing regulations recommended for Canadian agents. S. O. Mason. East Underw 41:30 O 25 '40

Ontario agents seek qualification law; other convention resolutions. East Underw 41: 25 N 8 '40

INSURANCE agents, National association of. See National association of insurance agents

INSURANCE as a profession

All the Waggoners are insurance-minded. East Underw 41:10 O 18 '40

INSURANCE as a profession—*Continued*

Development in past 20 years. S. S. Huebner. Nat Underw (Life ed) 44:2 Ap 26 '40

Educational plan proposed by National association of life underwriters to attract young college men. East Underw 41:6 S 27 '40

Insurance as a profession. L. Venables. 144p $1.50 Haynes corp, Los Angeles '39

Los Angeles fathers and sons in insurance business. East Underw 41:36, 38-9 pt 2 O 4 '40

Traveling salesman who became a nationwide premium leader, Jerome Apple. East Underw 41:98+ pt 2 O 4 '40

INSURANCE associations

Appraising agents' associations. L. E. Kietzman. East Underw 41:1+ O 4 '40

By-products of better public service. C. A. Beardsley. Trusts & Estates 70:5 Ja '40

Cashier association showing much activity. East Underw 41:8 Ja 5 '40

Club activity aids accident and health line; Accident & health club of New York. W. T. Hammer. Weekly Underw 142:84-6 Ja 6 '40

Detroit association of insurance agents to have executive secretary; expansion program. Nat Underw 44:4+ Mr 14 '40

Insurance accounting and statistical assn. has 100 member companies. East Underw 41:8 Je 21 '40

Insurance federation of New York state aims to keep government from control of insurance. D. Porter. Spectator (Property ed) 5: 16-17+ My 16 '40

Insurance federation of Pennsylvania annual insurance days, Philadelphia. Ins Field (Fire ed) 69:10+ Je 6 '40; Ins Field (Life ed) 69:7 Je 7 '40; Nat Underw 44:15+ Je 6 '40; Nat Underw (Life ed) 44:5+ Je 7 '40; Weekly Underw 142:1394 Je 8 '40

Insurance federation of the state of New York, 26th annual meeting, New York. East Underw 41:37+ O 11 '40; Ins Field (Fire ed) 69:13 O 10 '40; Nat Underw 44: 28 O 10 '40; Nat Underw (Life ed) 44:6 O 11 '40

Insurance post 1081, American legion, New York; 1940 officers. East Underw 40:28 N 17 '39

Life agency cashiers association of U. S. and Canada growing rapidly. East Underw 41:3 Ag 9 '40

Local associations are best Trojan horse defense. J. A. Monroe. Weekly Underw 142: 1369+ Je 8 '40

New Hampshire will stiffen examinations; local associations might grade their own applicants for membership; abstracts. A. J. Rouillard. East Underw 40:26 D 1 '39; Weekly Underw 141:1155 D 2 '39; Nat Underw 43:7 N 30 '39; Nat Underw (Life ed) 43:9 D 1 '39

Philadelphia association of life underwriters; historical sketch. T. Eagan. Spectator (Life ed) 145:17-18 S 26 '40

Public relations; program for local associations. C. T. Hubbard. Ins Field (Fire ed) 68:20-1 N 16 '39

Spelling bee evening, popular Los Angeles event. Nat Underw 44:4+ Jl 18 '40

State presidents of life associations consider ways of boosting value and efficiency of their organizations. Ins Field (Life ed) 69: 5+ Ap 12 '40; Nat Underw (Life ed) 44:3+ Ap 12 '40; Weekly Underw 142:1058-9 Ap 27 '40

Tennessee association of insurance agents retains manager plan but Mr. Saint is retired. Nat Underw 44:3+ F 15 '40

Texas life underwriters convention speaker stresses importance of local associations. J. A. Monroe. East Underw 41:13 Je 21 '40

Why a state association? H. B. Wells. Ins Field (Life ed) 69:17 Je 7 '40

Legal service departments

Insurance executives favor proposition for department to aid members in financial distress; abstracts. W. A. Earls. Weekly Underw 143:824 O 12 '40; Nat Underw 44: 10 O 10 '40

Suggests legal service department for Ohio association. W. A. Earls. Weekly Underw 143:761+ O 5 '40

INSURANCE brokers

Broker held responsible for policy error; Minnesota Supreme court decides in case of oral application submitted to agent of company. East Underw 41:30 Ja 12 '40

Broker licensing plan worked out in Missouri. Nat Underw 44:4 Mr 28 '40

Case history from a broker's file proves it pays to stick to clients. M. L. Lane. East Underw 41:31 pt 2 My 10 '40

Chicago brokers bonding plan advanced by Clark E. Nolan. Weekly Underw 143:689+ S 28 '40; Ins Field (Fire ed) 69:9 S 26 '40

Chicago daily news attack on political insurance brokers. East Underw 41:19 S 20 '40

Fiduciary capacity of broker sustained in California case; must give liquidator premium paid him by assured. East Underw 41:1+ N 8 '40; Nat Underw 44:27-8 N 7 '40

General brokers' association of metropolitan district 15th annual meeting, New York. East Underw 41:33+ O 25 '40; Nat Underw 44:4+ O 31 '40; Weekly Underw 143:958+ O 26 '40

Illinois brokers to open membership rolls to real estate and other offices writing insurance as brokers. Ins Field (Fire ed) 69:8 N 7 '40

Insurance brokers' assn. would aid drafted brokers. East Underw 41:28 N 1 '40

Liability of company where assured changes brokers; digest of recent cases. J. L. Roesch. Spectator (Property ed) 6:22-4 Jl 25 '40

Lloyd gets ruling on out-of-state brokerage. Ins Field (Life ed) 69:9 Ag 23 '40

New York brokers form new committee from several associations to deal with general legislative problems. Weekly Underw 142: 665 Mr 16 '40

New York court of appeals holds assured can substitute broker. East Underw 41:28+ Ap 26 '40; Nat Underw 44:18 My 2 '40; Weekly Underw 142:1590 Je 29 '40

Palmer plans to fight equity rating suit; Illinois brokers' stand. East Underw 41:43 S 20 '40

San Francisco brokers threaten Board break; may place business with all fire companies regardless of Pacific underwriters membership. Weekly Underw 141:1112 N 25 '39

25 years in Chinatown, New York. H. D. Gilbert. East Underw 40:82+ D 15 '39

Viewpoint of Brooklyn brokers on problems of producers and stock companies; abstracts. J. E. Fries. East Underw 41:22 My 10 '40; Ins Field (Fire ed) 69:19 My 16 '40; Nat Underw 44:10 My 16 '40; Weekly Underw 142:1148+ My 11 '40

INSURANCE brokers association of New York

Annual meeting. East Underw 41:28 Ap 26 '40; Ins Field (Fire ed) 69:24-5 Ap 25 '40; Ins Field (Life ed) 69:7 Ap 26 '40; Nat Underw 44:28 Ap 25 '40; Weekly Underw 142:1039+ Ap 27 '40

INSURANCE commissioners

C. Clarence Neslen of Utah. S. Welton. por East Underw 41:38 Ja 12 '40

C. W. Lovejoy resigns as Maine commissioner. Weekly Underw 143:1084 N 9 '40

Effect of election on state commissioners. Nat Underw 44:4 N 7 '40; Same. Nat Underw (Life ed) 44:2 N 8 '40

Hartley D. McNairn, K. C., of Ontario. S. Welton. East Underw 40:19+ D 1 '39

Indiana commissioner; Frank J. Viehmann appointed. Nat Underw (Life ed) 44:8 Mr 8 '40

John C. Blackall; president of the National association of insurance commissioners. Spectator (Property ed) 6:26+ S 19 '40

Palmer's situation in Illinois uncertain due to assumption of office by Governor Stelle. Nat Underw (Life ed) 44:5 O 18 '40

Six take Colorado commissioner tests. Nat Underw 44:9 O 24 '40; Same. Nat Underw (Life ed) 44:6 O 25 '40

INSURANCE commissioners—*Continued*

Somers E. West appointment stirs up Colorado; insurance interests protest Governor's action in ousting Kavanaugh. Nat Underw 44:4+ O 3 '40; Same. Nat Underw (Life ed) 44:10 O 4 '40

Superintendent John A. Lloyd of Ohio. S. Welton. East Underw 40:38 N 17 '39

William A. Sullivan, insurance commissioner, state of Washington. por Spectator (Life ed) 144:3 Ap 11 '40

INSURANCE companies

Brief review of events occurring in 1939; official changes, new companies, etc. Weekly Underw 142:10-18 Ja 6 '40

Company and the agent; discussion of the stock casualty situation. H. P. Stellwagen. Ins Field (Fire ed) 69:22-3, 28-30 S 26 '40

First reinsurance company of Hartford partially liquidated. Ins Field (Fire ed) 69:12 Mr 7 '40

Frank and friendly relationship between agents and company. H. T. Wright. Weekly Underw 142:23 sec 2 My 11 '40

Globe-Rutgers reinsures Merchants of Providence; takes over $1,250,000 premium liability and agency plant. Weekly Underw 141:1253+ D 16 '39; Nat Underw 43:4 D 14 '39

Halifax suspends in United States; Home fleet companies to replace it in agencies. Weekly Underw 143:5+ Jl 6 '40

Life insurance and TNEC; report to executives. il Business Week p49-60 Mr 16 '40

Millers National leases new home office space in Chicago. Weekly Underw 142:1375 Je 8 '40

New and retired life companies in 1939. Spectator (Life ed) 144:21 F 29 '40

Non-admitted companies to be curbed from broadcasting over California radio stations. Nat Underw 44:18 N 7 '40

Profit motive; insurance aspects. B. P. Carter. Ins Field (Fire ed) 68:16-17 D 7 '39

Strong case for capital stock company insurance. R. Murphy. East Underw 41:42 Mr 29 '40; Excerpts. Spectator (Property ed) 5:6 Ap 4 '40

Accounting

Installment buying, recent development, problem for accounts department. E. G. Crasper. Weekly Underw 141:1164-5 D 2 '39

Internal auditing of life office operations. E. O. Dunlap. East Underw 41:21 S 27 '40

Pink rules on admission of unpaid portions of installment premiums other than life as an admitted asset for statement purposes. Ins Field (Fire ed) 69:10 My 2 '40

Surplus on balance-sheet of insurance company. J Account 70:460 N '40

Advertising

Advertisements must be opinion managing. E. L. Bernays. East Underw 41:5+ Mr 8 '40

Advertising campaigns of the Hartford Fire and the Hartford accident & indemnity co. Ins Field (Fire ed) 68:21 D 28 '39; Weekly Underw 141:1337 D 23 '39; Nat Underw 43:25 D 21 '39

Companies advised to tell their story. E. Corrigan. East Underw 41:38 Mr 8 '40

Convention paper; London assurance group attracts extra attention at yearly trade exhibit by daily paper. Ptr Ink 192:62-3 Jl 5 '40

How are we doin'? insurance company advertising. C. J. Savage. Ins Field (Life ed) 69:16-17 Mr 1 '40; Same. Ins Field (Fire ed) 69:20-1 F 22 '40

Maryland Casualty's advertising gets high praise in trade paper. East Underw 41:35 Mr 22 '40; Ins Field (Fire ed) 69:21 Mr 21 '40

National Surety to continue its middleman ad theme in 1940. il East Underw 41:36 Ja 12 '40; Ins Field (Fire ed) 69:21 Ja 4 '40

Presenting the agent to the public by means of advertising. C. W. Van Beynum. East Underw 40:30 D 15 '39

Preview of new educational slide films in Chicago, on fire and burglary covers. Nat Underw 44:10 Mr 14 '40

Profit motive campaign in reverse; stock insurance companies should discontinue word "co-operative" in their slogans. G. E. Melsha. Weekly Underw 142:40-1 Ja 6 '40

Progress report on national advertising program of the Travelers companies of Hartford. C. W. Van Beynum. East Underw 41:30 Ag 30 '40

Public relations house organ; State farm insurance companies, Bloomington, Ill. issues special edition of agents' magazine for policyholders. il Ptr Ink Mo 40:48 Je '40

Rules on advertising; Pennsylvania law regarding non-admitted carriers. Weekly Underw 142:236 Ja 27 '40

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Insurance—Advertising

Branch offices

Casualty and surety branch office competition. W. D. O'Gorman. Weekly Underw 142:597 Mr 9 '40

Florida agents charge Travelers branch office set-up violates American agency system principles. Ins Field (Fire ed) 69:7-8 Je 13 '40; Nat Underw 44:5+ Je 13 '40; Nat Underw (Life ed) 44:3+ Je 14 '40

North America gears service to new needs; decentralized production authority is correlated with multiple line shop; service offices listed; abstracts. L. C. Lewis. Nat Underw 44:3+ O 3 '40; Weekly Underw 143:1081+ N 9 '40; Spectator (Property ed) 6:10-12 N 14 '40

Opposition to branch offices is reaffirmed; statement of executive committee, N.A.I.A. Ins Field (Buffalo Conv Daily ed) 69:1+ S 19 '40

Production branch offices should be eliminated; abstracts. A. J. Smith. East Underw 40:20+ N 17 '39; Nat Underw 43:3+ N 16 '39

Service office idea; North America and Royal Liverpool program of regional supervision. Nat Underw 44:3 Ja 18; 3+ F 1 '40

Springfield Fire & Marine and Phoenix of Hartford have each set up branches in New York city. Nat Underw 44:3 Jl 18 '40

Consolidation

Company analysis; merger of Rhode Island insurance company with Merchants fire insurance company. Spectator (Property ed) 5:24-5, 32 My 2 '40

Massachusetts court approves Union Mutual's plan for Massachusetts accident company's reinsurance. East Underw 41:32 Mr 1 '40; Ins Field (Fire ed) 69:12 F 29 '40; Ins Field (Life ed) 69:10-11 Mr 1 '40; Nat Underw 44:17+ F 29 '40; Nat Underw (Life ed) 44:3+ Mr 1 '40; Weekly Underw 142:560 Mr 2 '40

Ohio Casualty takes over Pennsylvania indemnity corp. East Underw 41:34 Ja 19 '40

Rhode Island and Merchants merger now consummated. Nat Underw 44:8 F 8 '40

Union Mutual Life merger with Massachusetts Accident. Weekly Underw 142:372 F 10 '40; East Underw 41:34 F 9 '40; Nat Underw 44:21+ F 8 '40; Nat Underw (Life ed) 44:1+ F 9 '40

Costs

Basic factors affecting the cost of insurance. Spectator (Life ed) 144:18-19 Je 20 '40; Spectator (Property ed) 5:28-9 Je 27 '40

Cost of life insurance; text of statement filed with TNEC by 155 companies. East Underw 41:3-4 Ag 30 '40

Fire companies aggregates for 1938; cost items analyzed by New York department. Nat Underw 43:5-6, 22 D 28 '39

Items of insurance expense which increase cost and should be eliminated. A. V. Gruhn. Weekly Underw 143:822 O 12 '40

Net cost (ordinary life, age 35) of companies with 100 million or more ordinary in force; tabulation. Nat Underw (Life ed) 44:2+ My 24 '40

INSURANCE companies—Costs—*Continued*

Net rate of interest earned and net cost dividend illustrations, by companies; tabulation. Spectator (Life ed) 144:31 F 29 '40

Private companies net cost compared with that of New York banks. East Underw 41:12 Ja 19 '40; Nat Underw (Life ed) 44:4+ Ja 19 '40

SEC's chief financial adviser takes up net cost figures; abstracts. E. J. Howe. Nat Underw (Life ed) 44:1+ Mr 8 '40; East Underw 41:4 Mr 8 '40

Direct selling

Direct writer has problem in man power maintenance. Nat Underw 43:4+ N 2 '39

Employees

Advertisers discuss employers' relations with employees. Weekly Underw 142:590 Mr 9 '40

Aetna Casualty and Surety plans for men in service. East Underw 41:49 O 11 '40

Aetna Life companies on conscription service; details announced by President Brainard. Nat Underw 44:31 S 26 '40

A.L.C. survey shows 47 life companies of 156 have made employe retirement provision. Nat Underw (Life ed) 44:6 Ag 16 '40

Cashiers hear first duty is to public; Life agency cashiers association of New York city meeting. East Underw 41:7 My 31 '40

Companies provide for service men called to colors. Nat Underw 44:6+ S 19 '40; Nat Underw (Life ed) 44:2+ S 20 '40

Company employe has part in public relations. H. J. Johnson. Nat Underw (Life ed) 44:2 My 3 '40

Conference soon on employes called to colors; company officials will endeavor to reach fair agreement. Nat Underw 44:3 S 26 '40

Employers' group plan for military service. East Underw 41:34 O 25 '40

Employes pension plan survey by American life convention. East Underw 41:12 Jl 19 '40

Fireman's fund group retirement plan for employees. Weekly Underw 142:898 Ap 13 '40

General American Life makes plans for service men. East Underw 41:8 O 25 '40

Hospitalization cover granted all employees of the Employers' group companies. E. C. Stone. Weekly Underw 142:856 Ap 6 '40

Insurance offices and conscription. Nat Underw 44:4 Ag 29 '40; Nat Underw (Life ed) 44:4 Ag 30 '40

Insurance women may use some "oomph". J. H. Hines. Weekly Underw 142:1078 My 4 '40

Los Angeles fathers and sons in insurance business. East Underw 41:36, 38-9 pt 2 O 4 '40

Maryland casualty plan for draftees announced. Nat Underw 44:35 O 31 '40; Spectator (Property ed) 6:33 O 31 '40

New York brokers would hold jobs for conscripts. Ins Field (Fire ed) 69:7 S 26 '40; Same. Ins Field (Life ed) 69:6-7 S 27 '40

Plans followed by offices on draft. Nat Underw (Life ed) 44:3+ S 27 '40

Provisions made for military service men by casualty & surety associations. East Underw 41:37 N 1 '40; Nat Underw 44:15 O 31 '40; Weekly Underw 143:1039 N 2 '40

Talk to New York cashiers on service. B. C. Thurman. East Underw 40:4 N 24 '39

Unique record made by woman claims executive; Thelma Bultman. Nat Underw (Life ed) 44:14 Ja 19 '40

Wage and hour issue as to insurance studied. Nat Underw 44:4 N 7 '40; Nat Underw (Life ed) 44:4 N 8 '40

Examination

Expenditure of fees tightened up in Texas. Spectator (Property ed) 5:9 D 28 '39

Insurance company examinations carefully made. L. H. Pink. Weekly Underw 142: 1077+ My 4 '40

Pathfinder Life granted permanent injunction; policyholder not entitled to bring action for an accounting. Nat Underw (Life ed) 44:9 N 8 '40; Weekly Underw 143:1109 N 9 '40

State supervision of insurance is found beneficial, commissioners tell U.S. Chamber. Nat Underw 44:17+ My 2 '40; Nat Underw (Life ed) 44:1, 10-13 My 3 '40

Failures

Kansas examiner involved in alleged insurance deal; T.N.E.C. hearings on life company failures. Nat Underw 43:10+ D 14 '39

Mannos fixes blame for collapse of Canton Mutual Liability. Nat Underw 44:20 My 16 '40

Solvency record; life companies reinsured, in receivership, or in dissolution, 1930-1938. Spectator (Life ed) 144:16-17+ Je 20 '40

TNEC told failures were due to poor investments; abstracts. A. M. Best. East Underw 41:1+ Mr 8 '40; Nat Underw (Life ed) 44: 1+ Mr 8 '40

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Insurance companies
—Receiverships

Farm problem

Farm loan operations gone into at TNEC hearings. East Underw 41:13+ F 23 '40

Finance

Agricultural insurance company, Watertown, N.Y. company analysis. Spectator (Property ed) 5:24-5+ F 22; 28-9 My 16 '40

Business development office analysis of premium income and losses by types of carriers for fire and allied lines, 1935-1939; tabulation. Nat Underw 44:6 O 31 '40

Comparative financial operating results of casualty and fire companies; tabulation. Spectator (Property ed) 5:12-13 N 30 '39

Dearborn national insurance company, Detroit; company analysis. Spectator (Property ed) 5:26-7 D 28 '39

Employers' liability assurance corp. of London, Eng., United States branch, company analysis. Spectator (Property ed) 6:28-9 Ag 22 '40

Financial structure of insurers. J. J. Magrath. East Underw 41:18 Jl 12 '40

General insurance company of America Seattle, Washington; company analysis. Spectator (Property ed) 6:42-3 S 19 '40

Insurance business analysis of Mackubin, Legg & co. East Underw 41:33-4 Ag 2 '40

Method for testing company annual statement. D. M. Wood, jr. Nat Underw 44:23+ Mr 21 '40

Northern insurance company of New York; company analysis. Spectator (Property ed) 5:29-30+ Ja 25 '40

Selecting an insurance carrier; points to check on financial stability. T. J. V. Cullen. Credit & Fin Management 42:18-19 Je '40

Underwriting and investment profits and losses of 100 casualty, surety and miscellaneous companies, 1930-1939; tabulation. Spectator (Property ed) 6:24-5 O 31 '40

Investments

Commissioner Taggart's investment ruling given setback; fought by Pennsylvania carriers. East Underw 41:12 Ag 9 '40; Ins Field (Fire ed) 69:10 Ag 8 '40; Weekly Underw 143:271 Ag 10 '40

Effect of neutrality act on Canadian bonds; right of United States insurance companies to subscribe to the new Canadian loan. Spectator (Life ed) 144:28 F 1 '40

Investment problems faced by insurance in a rapidly changing world. L. H. Pink. il Spectator (Life ed) 145:6-9+ Jl 18 '40

Strength in companies' liquidity; abstracts. L. H. Pink. East Underw 41:9 Je 28 '40; Ins Field (Fire ed) 69:7+ Je 27 '40; Ins Field (Life ed) 69:5+ Je 28 '40; Nat Underw 44:3 Je 27 '40; Nat Underw (Life ed) 44:1 Je 28 '40; Weekly Underw 142:1542 Je 29 '40; Comm & Fin Chr 150:4059-60 Je 29 '40

Valuation

Action on real estate sales urged; valuation problem. C. F. J. Harrington. Nat Underw (Life ed) 44:3+ Ap 19 '40

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Appraisals are discussed by commissioners. Nat Underw (Life ed) 43:9 D 15 '39

Commissioners retain valuations formula. East Underw 41:16 Je 28 '40; Weekly Underw 142:1560+ Je 29 '40

Independent appraiser found most reliable; real estate appraisals and investments of life insurance companies. J. M. McCormack. East Underw 40:4 D 8 '39

Real estate appraisal; abstracts. J. G. Emery. East Underw 41:12 Je 28 '40; Nat Underw (Life ed) 44:2 Jl 5 '40; Weekly Underw 142:57+ Jl 13 '40

Legal departments

Litigation problems confronting home office attorneys; abstracts. L. W. Dawson. Weekly Underw 143:473+ S 7 '40; Nat Underw 44:21+ S 5 '40; Nat Underw (Life ed) 44:1+ S 6 '40; East Underw 41:3+ S 20 '40

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Agency departments comment on what home office production men do on agency visits. East Underw 41:3-4 My 3 '40

Agency system; vital link in the public acceptance of the insurance business. C. W. Young. Spectator (Life ed) 144:6-10+ Je 6 '40; Excerpts. East Underw 41:37 Je 7 '40; Weekly Underw 142:1393 Je 8 '40

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Low cost cover demanded; abstracts. J. A. Diemand. Weekly Underw 143:817+ O 12 '40; East Underw 41:38 O 11 '40; Nat Underw 44:25+ O 10 '40

New York bill on election of life company directors. East Underw 41:1+ Mr 15 '40; Ins Field (Life ed) 69:5 Mr 15 '40; Nat Underw (Life ed) 44:4+ Mr 15 '40

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Officials

Brief review of events occurring in 1939; official changes, new companies, etc. Weekly Underw 142:10-18 Ja 6 '40

Carl Heye's 50 years with Guardian Life. C. Axman. East Underw 40:13+ D 15 '39

Carlsson of London here to manage Pearl. R. Rhodes. Weekly Underw 141:1114-15 N 25 '39

Charles L. Purdin retires after half century in fire insurance. por East Underw 41:24 O 4 '40; Spectator (Property ed) 6:20 O 3 '40; Weekly Underw 143:764 O 5 '40

Charles R. Miller completes fifty years with Fidelity & Deposit. Weekly Underw 143:836 O 12 '40

Col. Bulkeley marks fiftieth anniversary with Aetna Life. East Underw 41:5 O 4 '40

Colonel Godfrey Cheshire. por Spectator (Property ed) 6:28+ S 19 '40

Connecticut Mutual promotions involve four officials. Nat Underw (Life ed) 44:4 S 13 '40; East Underw 41:6 S 13 '40

Director of agencies in West; Walter L. Gottschall of Equitable society. East Underw 41:9 My 24 '40

Fine tributes paid Julian Lucas at testimonial dinners. East Underw 40:30 N 24 '39

Four elected officers of fire companies in America fore group. East Underw 41:22+ Mr 1 '40

Frank Ewing, assistant general counsel Metropolitan Life, to retire Dec. 31. East Underw 40:14 D 15 '39

Geo. L. Harrison to be president of New York Life; A. L. Aiken board chairman. East Underw 41:5+ Ap 12 '40

George F. Manzelmann elected president of North American Accident. por East Underw 41:37 O 18 '40; Nat Underw 44:27 O 10 '40

Guardian Life elections and promotions. East Underw 40:3+ D 22 '39

Harry F. Ogden now president of Fidelity and guaranty fire. East Underw 41:16 My 31 '40; Nat Underw 44:3 My 30 '40; Ins Field (Fire ed) 69:9 My 30 '40; Weekly Underw 142:1313 Je 1 '40

J. B. Levison completes 50 years with Fireman's fund. por East Underw 41:51 S 27 '40; Weekly Underw 143:692+ S 28 '40; Spectator (Property ed) 6:7 O 3 '40

Metropolitan places Edwin C. McDonald in charge of Canadian head office; Glenn E. Rogers made 3d vice-pres. por East Underw 41:3 O 4 '40; Nat Underw (Life ed) 44:3+ O 4 '40; Spectator (Life ed) 145:10 O 10 '40

National Life of Vermont personnel changes. pors East Underw 41:3+ Ja 26 '40

Newspaper experience helped Arthur F. Hall judge men. C. Axman. por East Underw 41:3+ Ja 19 '40

North American Life officers. pors East Underw 41:3 Ja 5 '40

Portrait of F. W. Lafrentz for American Surety; gift honoring forty-seven years with company. East Underw 41:29 N 8 '40; Weekly Underw 143:1098+ N 9 '40

Promotions announced by Travelers. pors Weekly Underw 143:781+ O 5 '40

R. G. Waters quits board to head United employers casualty co. Ins Field (Fire ed) 69:7 S 5 '40; Nat Underw 44:21+ S 5 '40

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Sixty years with New York Life; Thomas A. Buckner. por East Underw 41:6 Ap 12 '40

Thomas F. Temple to retire from Hancock after 43 years service. por East Underw 41:10 N 1 '40

We have with us today; interesting personalities in the life insurance business. pors East Underw 40:8+ D 15 '39

William M. Rothaermel appointed Pacific Mutual vice-president. por East Underw 41:4 S 20 '40; Weekly Underw 143:659 S 21 '40

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Building good will through claim service. T. E. Hickey. Weekly Underw 143:916-18 O 19 '40

Claim men can assist with public relations. W. A. Barr. East Underw 40:34 D 8 '39

Company employe has part in public relations. H. J. Johnson. Nat Underw (Life ed) 44:2 My 3 '40

Each company should have one officer to handle policy holders and public relations. R. D. Murphy. East Underw 41:4 Je 7 '40

Effective public relations effort being carried out by Canadian life companies. Weekly Underw 142:1355 Je 1 '40

Fire and life interests agree to unite in public relations work in Minnesota. Ins Field (Fire ed) 68:7 D 21 '39; Ins Field (Life ed) 68:7-8 D 22 '39; Weekly Underw 141:1322+ D 23 '39

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Maintaining good public relations the job of everybody in any part of any business. C. G. Taylor, jr. Spectator (Life ed) 145:18 O 10 '40

Primary point of public contact; premium notice and receipt forms. Ins Field (Life ed) 68:14 D 15 '39

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Equity investments in low cost housing plans. L. H. Pink. Nat Underw (Life ed) 44:3+ F 2 '40; Spectator (Life ed) 144:29 F 15 '40

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Address before trustees of National association of life underwriters. J. C. O'Mahoney. East Underw 40:5 D 22 '39

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A. L. C. brochure describes advantages of state supervision. Ins Field (Life ed) 68:8 D 29 '39; East Underw 40:3+ D 29 '39; Spectator (Life ed) 144:26 Ja 4 '40

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General agents can battle any federal threat. K. S. Dargan. Weekly Underw 142:957+ Ap 20 '40

Hot protests against federal supervision of life insurance. Weekly Underw 141:1110+, 1202+ N 25, D 9 '39

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Need for improvements in state supervision of insurance companies. L. H. Pink. Comm & Fin Chr 151:1511 S 14 '40

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Pension group will check federal ownership efforts. F. G. Dickinson. Nat Underw (Life ed) 43:7 D 29 '39; Same abr. Nat Underw 43:7 D 28 '39

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State supervision strongly upheld by Illinois federation. Nat Underw 44:20D F 22 '40; Nat Underw (Life ed) 44:14 F 23 '40

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States opposed to federal supervision of insurance companies. L. H. Pink. Comm & Fin Chr 150:1365 Mr 2 '40

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Annual reports need to be humanized; survey by Institute of life insurance. East Underw 41:5 Ja 19 '40; Ins Field (Life ed) 69:9-10 Ja 19 '40; Nat Underw (Life ed) 44:2 Ja 19 '40

Companies' reports show real effort to humanize them; Oregon Mutual and Protective life of Birmingham. Nat Underw (Life ed) 44:1+ Mr 22 '40

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Report on company unique as it goes to its employes; Bankers national life of Montclair, N.J. Nat Underw (Life ed) 44:6+ Mr 8 '40

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Security valuation basis set in Canada. East Underw 41:17 S 20 '40

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Experience in 1939 by lines; tabulation. Nat Underw 44:19 F 8; 15 F 15; 4+ F 29 '40

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Heavy Canadian taxes borne by companies. M. M. Mudie. East Underw 40:6 N 24 '39

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State starts suits in Colorado to tax annuity premiums. Nat Underw (Life ed) 44:4 Ap 12 '40

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You pay a hidden tax on premiums. G. Brown. Weekly Underw 142:1317 Je 1 '40

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Caminetti scores in chapter 9 case; insurance commissioner remains as conservator of the National Guaranty. Nat Underw (Life ed) 44:7 S 27 '40; Ins Field (Life ed) 69: 6 S 27 '40

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Companies able to cover all insurables; value of an insurance agency tomorrow. L. E. Falls. Nat Underw 44:5+ S 19 '40

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Gas and oil engines—Fuel
Gasoline
Kerosene
Liquefied petroleum gas
Motor bus engines—Fuel
Motor truck engines—Fuel
Oil burners
Oil fuel

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Equation of state
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Liquid fuel
Solution (chemistry)
Solvents
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Distilling industries
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Whisky
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Conveying machinery

Freight handling

Mechanical handling

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See also
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LOANS

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Automobile engines—Manufacture
Industrial management
Inspection
Machine shop practice
Machine shops—Employees
Machinery, Replacement of
Mechanical handling
Steel works
Tools

MACHINE shop practice

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Bearings—Manufacture
Bending
Broaching
Chucks
Connecting rods—Manufacture
Cylinders (engines, etc.)—Manufacture
Dies
Drafting room practice
Drilling and boring (metal working, etc.)
Electric driving
Forging
Foundry practice
Gages
Grinding
Guns (ordnance)—Manufacture
Hard facing
Indexing (machine work)
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Lathes
Locomotive shops
Machine shop management
Machine tools
Machinery
Metal cutting
Metal finishing
Milling
Railroads—Shops
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Electric driving
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Locomotive shops
Machine shop management
Machine shop practice
Machine tools
Railroads—Shops

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Locomotive shops—Equipment
Machine tools

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Bending machines
Broaching machines
Chucks
Cutting tools
Drilling and boring machinery
Feed mechanism
Gear cutting machines
Grinding machines
Lathes
Machine shop practice
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Metal cutting
Milling cutters
Milling machines
Planing machines
Pneumatic tools
Polishing machines
Press tools
Reamers
Saws, Metal working
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Factory management
Farm management
Foundry management
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Pickling (metals)
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Gear cutting
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Machine tools
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Metal coloring
Metal protection
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Annual convention, 11th, Columbus, Ohio, June 5-7. East Underw 41:36-7+ Je 7; 42-4 Je 14 '40; Ins Field (Fire ed) 69:10-11 Je 6; 9+ Je 13 '40; Ins Field (Life ed) 69:8-9 Je 7; 9-11 Je 14 '40; Nat Underw 44:15-16+, 18+ Je 13 '40

Mid-year meeting, St Louis. East Underw 41:40-2 Ja 26; 38+ F 2 '40; Ins Field (Fire ed) 69:14+ F 1 '40; Ins Field (Life ed) 69:10-11 F 2 '40; Nat Underw 44:17+ F 1 '40; Nat Underw (Life ed) 44:6 F 2 '40; Spectator (Property ed) 5:10 Ja 25 '40; Weekly Underw 142:258 Ja 27 '40

Objectives of public relations committee. Weekly Underw 143:243 Ag 3 '40

Presidential address; abstracts. W. B. Cornett. East Underw 41:35-6+ Je 7 '40; Weekly Underw 142:1390+ Je 8 '40

NATIONAL acme company

Leaders in the machine tool industry; thumbnail appraisal. Mag of Wall St 66:30 Ap 20 '40

Thumbnail stock appraisal. Mag of Wall St 66:684 S 21 '40

NATIONAL advertising. See Advertising, National

NATIONAL aeronautic association of the United States

Reorganized. Aero Digest 36:118 F '40

NATIONAL air conditioning association

Organization. Sheet Metal Worker 31:50 F '40

NATIONAL association of attorneys-general

Proceedings, 1939; thirty-third annual meeting, July 10-11, 1939. 139p $1.50 Attorneys-general section, Council of state governments, 1313 E. 60th st, Chicago '39

NATIONAL association of better business bureaus

Business bureau consumer plans. Ptr Ink 191:24 My 24 '40

NATIONAL association of broadcasters

ASCAP v. N.A.B.; last inning score. N. Miller; E. C. Mills. Adv & Sell 33:29+ N '40

Annual convention, 18th, San Francisco. Ptr Ink 192:19-21, 71-2 Ag 16 '40

Debate: will radio advertising be better off under the present ASCAP licensing system? E. C. Mills; N. Miller. Adv & Sell 32:24-5, 56 D '39; 40+ Ja '40

New N.A.B. committees. Ptr Ink 190:78 Mr 15 '40

NATIONAL association of casualty and surety agents

Joint convention with International association of casualty and surety underwriters, White Sulphur Springs, Oct. 7-10. East Underw 41:37+ O 11; 36, 38-40 O 18 '40; Ins Field (Fire ed) 69:7-8+ O 10; 16-17 O 17 '40; Nat Underw 44:25+ O 10 '40; Spectator (Property ed) 6:10-12+ O 17 '40; Weekly Underw 143:837-44 O 12 '40

NATIONAL association of cost accountants

Annual meeting, 20th, Atlantic City, June 28. N A C A Bul 21:591-619 sec 3 Ja 1 '40

Officers and directors, 1940-41. N A C A Bul 21:1581-1636 sec 3 Ag 15 '40

NATIONAL association of cotton manufacturers

Annual meeting, Boston, Oct. 18. Textile World 89:64-5 N '39

NATIONAL association of credit men

American credit awards trophy for 1940 presented. Comm & Fin Chr 150:3451 Je 1 '40

Credit congress resolutions adopted at Toronto convention. Credit & Fin Management 42:28-30 Jl '40

Credit: symbol of civilization; keynote address at 45th congress. H. H. Heimann. Credit & Fin Management 42:10-13+ Je '40

Executive manager's report, 45th congress, Toronto, May 23. H. H. Heimann. Credit & Fin Management 42:33-6 Je '40

Highlights of 45th congress, Toronto, May 19-23. Credit & Fin Management 42:20-2+ Je '40

Industry group programs for Toronto congress; committee members. Credit & Fin Management 42:22, 24+ My '40

Insurance division meeting, Toronto, May 21. East Underw 41:22 My 31 '40; Ins Field (Fire ed) 69:17-18+ My 23 '40; Nat Underw 44:1+ My 23 '40

Members' bulletin. Published in monthly numbers of Credit and financial management

NACM as a business force. R. Deupree. il map Credit & Fin Management 41:16-19 D '39

NATIONAL association of hosiery manufacturers

Annual meeting, Philadelphia, April 17. Textile World 90:60 My '40

NATIONAL association of independent insurance adjusters

Annual convention, 4th, Chicago. East Underw 41:22 My 31 '40; Ins Field (Fire ed) 69:10 My 23 '40; Nat Underw 44:1+ My 23 '40; Weekly Underw 142:1274 My 25 '40

NATIONAL association of insecticide and disinfectant manufacturers

Annual meeting, 25th, Washington, D.C. Dec. 4-5. Oil Paint & Drug Rep 136:3+ D 11 '39

Mid-year meeting, Lake Wawasee, Ind. June 17-19. Oil Paint & Drug Rep 137:5+ Je 24 '40

NATIONAL association of insurance agents

Agents show appreciation of Bennett's service to Association. East Underw 41:25 S 20 '40

Annual convention, 45th, Buffalo. Nat Underw Conv no 44:5-32 S 20 '40; East Underw 41:1+ S 20; 39-40, 50 S 27; 16+ O 4 '40; Ins Field (Buffalo Conv Daily ed) 69:1-27 S 17; 1-27 S 18; 1-27 S 19 '40; Nat Underw 44:3-4, 14-15+ S 19; 3+ S 26 '40; Spectator (Property ed) 6:10-12 O 3 '40; Weekly Underw 143:622+, 848 S 21, O 12 '40

Association will seek to operate without larger funds; closed year on August 31 without deficit. C. S. Stults. East Underw 41:34 S 20 '40

Columnistic closeup of the personalities and action at Buffalo convention. S. Welton. East Underw 41:33 S 20 '40

Committee reports presented at Buffalo. Spectator (Property ed) 6:18-19 S 19 '40; Weekly Underw 143:625-7 S 21 '40

Committees for 1940-1941. East Underw 41:16 N 8 '40; Same. Weekly Underw 143:1085-6 N 9 '40

Educational plan. S. O. Smith. Ins Field (Fire ed) 69:9 Mr 14 '40

Effective local board program plan. Weekly Underw 143:697 S 28 '40

Four new members appointed to executive committee. East Underw 40:19 D 8 '39; Ins Field (Fire ed) 68:8-9 D 7 '39; Weekly Underw 141:1206 D 9 '39

Full efficiency for '41, theme of local agents' Buffalo convention. East Underw 41:23 Ag 23 '40

Issues discussed by Executive committee at Buffalo meeting. Nat Underw 44:5+ O 3 '40; Ins Field (Fire ed) 69:7-8+ O 3 '40

Mid-year meeting, Wichita, Kan. East Underw 41:1+ Ap 26; 28 My 3 '40; Ins Field (Fire ed) 69:17+ Ap 25; 11+ My 2 '40; Nat Underw 44:3+ Ap 25; 3+ My 2 '40; Spectator (Property ed) 5:10-12+ My 2 '40; Weekly Underw 142:1022-6 Ap 27 '40

1940 committee chairmen. Ins Field (Fire ed) 68:7 D 28 '39; Spectator (Property ed) 5:9 Ja 11 '40; Nat Underw 43:15 D 28 '39; Weekly Underw 141:1373 D 30 '39

Secession stand of Ohio association of insurance agents, Feb. 1939. H. D. Van Gilder. Ins Field (Fire ed) 69:7 Ap 4 '40

NATIONAL association of insurance agents—*Continued*

Some operations of the national body. R. W. Forshay. Nat Underw 44:28+ O 31 '40

Strong executive committee for coming year. Weekly Underw 143:897-8 O 19 '40

Value of N.A.I.A. P. H. Midyette. Weekly Underw 143:473+ S 7 '40

Your national association and mine; abstracts. P. H. Midyette. East Underw 41:22 O 25 '40; Nat Underw 44:21 O 24 '40; Weekly Underw 143:963 O 26 '40

NATIONAL association of insurance commissioners

Annual convention, 71st, Hartford. East Underw 41:1+ Je 28 '40; Ins Field (Life ed) 69:5-7+ Je 28; 5-7+ Jl 5 '40; Ins Field (Fire ed) 69:7-8+ Je 27; 7-8+ Jl 4 '40; Nat Underw 44:3+ Je 27; 1+ Jl 4 '40; Nat Underw (Life ed) 44:1+ Je 28; 1+ Jl 5 '40; Spectator (Life ed) 145:12-13 Jl 4 '40; Weekly Underw 142:1545-6, 1548-9+ Je 29 '40

Committee chairmen appointed. Ins Field (Fire ed) 69:11 Ag 22 '40; Ins Field (Life ed) 69:5-6 Ag 16 '40; Spectator (Property ed) 6:14 Ag 22 '40

HOLC contract opposed by zone 3 officials. Nat Underw 44:5 S 26 '40

Mid-winter meeting, Edgewater Park, Miss. East Underw 40:1+, 8 D 8 '39; Ins Field (Fire ed) 68:7-8+ D 7; 7-8+ D 14 '39; Ins Field (Life ed) 68:7-8 D 8; 9-10 D 15 '39; Spectator (Property ed) 5:8-9 D 14 '39; Weekly Underw 141:1210-14, 1256 D 9-16 '39; Nat Underw 43:3+ D 14 '39; Nat Underw (Life ed) 43:1+ D 15 '39

Report of the president. C. C. Neslen. Weekly Underw 142:1541+ Je 29 '40

NATIONAL association of insurance women

Field turns on the spotlight. Ins Field (Fire ed) 69:24-6 N 7 '40

Insurance women launch national group at Denver. Ins Field (Fire ed) 69:13 Je 27 '40; Ins Field (Life ed) 69:10-11 Je 28 '40; Nat Underw 44:3 Je 27 '40; Weekly Underw 142:1541 Je 29 '40

NATIONAL association of life underwriters

Administration report. C. J. Zimmerman. Spectator (Life ed) 145:22-3+ S 26 '40

Annual convention, 51st, Philadelphia, Sept. 23-27. Ins Field (Philadelphia Conv Daily ed) 69:1-27 S 25; 1-27 S 26; 1-27 S 27 '40; East Underw 41:1+ S 27; 6-7 O 4 '40; Ins Field (Life ed) 69:5+ O 4 '40; Nat Underw (Life ed) 44:3+ O 4 '40; Nat Underw (Life ed) Daily ed 44:5-48 S 25; 5+ S 27 '40; Weekly Underw 143:720-2+ S 28 '40

Committees are named. Nat Underw (Life ed) 43:4 N 3 '39

Manager domination charge. C. J. Zimmerman. Nat Underw (Life ed) Daily ed 44:18+ S 26 '40

Membership gains and enlarged national program. Ins Field (Life ed) 69:5 Jl 19 '40; Nat Underw (Life ed) 44:4 Jl 19 '40

Mid-year meeting of National council, Atlanta. East Underw 41:7 Ap 12 '40; Ins Field (Life ed) 69:5-7 Ap 5; 5-7 Ap 12 '40; Nat Underw (Life ed) 44:1+ Ap 12 '40; Spectator (Life ed) 144:12-13+ Ap 11 '40; Weekly Underw 142:825+, 928+ Ap 6-13 '40

Nominating methods should be changed. R. G. Engelsman. East Underw 41:3+ Ja 5 '40

Officers elected at convention. East Underw 41:7 S 27 '40

Plans for administration. H. T. Wright. East Underw 41:1+ O 4 '40

What we have done and what we intend to do. C. J. Zimmerman. Weekly Underw 142:92+ Ja 6 '40

NATIONAL association of manufacturers

Annual meeting, New York, Dec. 6-8. Comm & Fin Chr 149:3650-2 D 9 '39

Bibliography of economic and social study material available through the National association of manufacturers. 20p Nat. assn. of manufacturers, 14 W. 49th st, New York '40

Business scene; highlights of the Congress of American industry. Trusts & Estates 69:649-50 D '39

Manufacturers declare objectives. Factory Management 98:52-3+ Ja '40

Nation-wide inventory to make known industry's potentialities in defense program announced. H. W. Prentis, jr. Comm & Fin Chr 151:1657-8 S 21 '40

N.A.M., a public relations job. Business Week p26+ D 16 '39

Platform of American industry. Oil Paint & Drug Rep 136:3+ D 11 '39

Resolutions and addresses. Comm & Fin Chr 149:3802-5 D 16 '39

Library

Methods in using supplementary contacts. V. H. Meredith. Special Lib 31:256 Jl-Ag '40

NATIONAL association of master plumbers

Annual meeting, 58th, Cincinnati, June 10-13. Dom Eng 156:46-9+ Jl '40

NATIONAL association of motor bus operators

Annual meeting, 14th, Chicago, Sept. 18-20. Bus Transportation 19:484-9 O '40

NATIONAL association of mutual insurance agents

Annual meeting, Washington. Nat Underw 44:15 S 26 '40

NATIONAL association of mutual insurance companies

Annual convention, Cincinnati. Nat Underw 44:6+ S 19; 5+ S 26 '40; East Underw 41:46 S 27 '40

NATIONAL association of mutual savings banks

Annual convention, Boston, May 8-10. Comm & Fin Chr 150:2984-5 My 11 '40

NATIONAL association of petroleum retailers

Annual meeting, Chicago. Nat Pet N 32:21-2 Ag 28 '40

NATIONAL association of power engineers

Annual meeting, 58th, Columbus. Power 84:684 O '40

NATIONAL association of purchasing agents

Annual meeting, 25th, Cincinnati. Oil Paint & Drug Rep 137:5+ Je 10 '40; Steel 106:24 Je 10 '40; Business Week p16 Je 8 '40

NATIONAL association of real estate boards

Semi-annual survey, 34th, of real estate market. Comm & Fin Chr 150:366 Ja 20 '40

NATIONAL association of retail druggists

Annual convention, 42d, New York, Sept. 23-27. Oil Paint & Drug Rep 138:3+ S 30 '40

NATIONAL association of secretaries of state

Proceedings, 1939, twenty-second conference, August 16-19, 1939, Dixville Notch, N.H. 101p pa $1 Council of state governments, 1313 E. 60th st, Chicago '39

NATIONAL association of securities dealers

Annual meeting, Washington, D.C., April 29-30. Comm & Fin Chr 150:2811-12 My 4 '40

Board of governors 1st meeting, Washington, Jan. 22-23. Comm & Fin Chr 150:625 Ja 27 '40

Committees for New York, New Jersey and Connecticut appointed. Comm & Fin Chr 149:3813 D 16 '39

Forms issued for handling trade practice complaints. Comm & Fin Chr 150:1221 F 24 '40

NASD gets going; self-regulatory association of dealers who trade over the counter. J. B. Broderick. Barron's 20:18 Ja 22 '40

Newly elected board of governors. Inv Banking 10:22-3 Ja '40

NATIONAL association of sheet metal distributors

Annual meeting, 46th, Atlantic City, Oct. 14-17. Steel 107:17 O 21 '40

NATIONAL association of shippers advisory boards

Annual meeting, Chicago, Oct. 30-31. Ry Age 109:683-4+ N 9 '40

NATIONAL association of supervisors of state banks

Annual convention, 39th, Richmond, Va., Sept. 20. Comm & Fin Chr 151:1824 S 28 '40

NATIONAL association of wool manufacturers
Annual meeting, 75th, Boston, April 4. Textile World 90:50-1 Ap '40
Wool manufacturers mark 75th year. Textile World 90:46-7 Mr '40

NATIONAL automobile dealers association
Annual meeting, 23d, Washington. Automotive Ind 82:121+ F 1 '40
Dealers spurn federal aid; proposed Patman bill and F.T.C. code get cold shoulder by N.A.D.A. H. Hosking. Automotive Ind 82:357-8 Ap 15 '40

NATIONAL automobile underwriters association
Annual meeting, New York. Weekly Underw 142:1253+ My 25 '40

NATIONAL aviation corporation
Brass tacks for the investor; brief analysis. Barron's 20:13 Ja 1 '40

NATIONAL banks. See Banks and banking, National

NATIONAL benefit life insurance company
Collapse of the National benefit life insurance company; a study in high finance among Negroes. J. B. Mitchell. 150p $1 Graduate school for the Division of the social sciences, Howard univ, Washington, D.C. '39

NATIONAL biscuit company
Earnings, 1936-39. Comm & Fin Chr 150:1445 Mr 2 '40
Sales and earnings. S. Devlin. il Mag of Wall St 66:630-1 S 7 '40
Statistics of income, capital, stock earnings, etc., 1929-39. Annalist 56:118 Jl 25 '40

NATIONAL board of fire underwriters
Annual meeting, New York. East Underw 41:16-18 My 24; 17+ My 31 '40; Ins Field (Fire ed) 69:9+ My 23 '40; Nat Underw 44:3+ My 30 '40; Spectator (Property ed) 5:12-14 My 30 '40; Weekly Underw 142:1258-60+ My 25 '40
Annual report of the president; abstracts. F. D. Layton. East Underw 41:1+ My 24 '40; Ins Field (Fire ed) 69:9+ My 23 '40; Weekly Underw 142:1253+ My 25 '40
Committees for 1940-41. East Underw 41:25 Je 14 '40; Weekly Underw 142:1496 Je 22 '40
History and activities. F. S. Dauwalter. Nat Underw 44:5+ O 24 '40
Keeping tab on fire criminals; notes on directors, arson department. pors East Underw 40:84+ D 15 '39
Pioneer in public relations. Business Week p55 My 11 '40
Varied activities. W. E. Mallalieu. Weekly Underw 142:22+ Ja 6 '40

NATIONAL bondholders corporation
Distributions. Comm & Fin Chr 149:3415; 150:3366 N 25 '39, My 25 '40

NATIONAL brands. See Advertising, National

NATIONAL broadcasting company
Executive changes. Ptr Ink 193:71 O 11 '40
Lohr resigns from NBC. Ptr Ink 191:23-4 Je 14 '40

NATIONAL bureau of casualty and surety underwriters
National bureau stabilizing business. C. J. Haugh. East Underw 41:31 N 8 '40
Officers and committees. Ins Field (Fire ed) 69:11 My 16 '40

NATIONAL cancer institute
Cancer and the public health. T. Parran, jr. Science 90:427-30 N 10 '39

NATIONAL cancer institute journal
New publication of the Public health service. Pub Health Rep 55:1831-2 O 4 '40

NATIONAL cash register company
Corporate war casualties. S. Devlin. il Mag of Wall St 66:41+ Ap 20 '40
Offices and show rooms, New York city; views, plans, construction outline. Arch Forum 72:29-32 Ja '40
Putting the worst behind. E. A. Barnes. il Mag of Wall St 66:738-9 O 5 '40
Statistics of income, capital, stock earnings, etc. 1929-38. Annalist 54:733 D 7 '39

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Annual meeting, 17th, Atlantic City, Aug. 5-7. Concrete 48:12-13+ S '40; Rock Prod 43:68+ S '40

NATIONAL city bank of New York
Annual report to stockholders. J. H. Perkins. Comm & Fin Chr 150:201 Ja 13 '40

NATIONAL committee of investment companies
Formed to cooperate with SEC in administering new law. Comm & Fin Chr 151:2125 O 12 '40

NATIONAL concrete burial vault association
Annual meeting, Cincinnati, May 7-9. Concrete 48:30 Je '40; Rock Prod 43:65-6 Je '40

NATIONAL concrete masonry association
Annual meeting, 20th, Washington, Feb. 12-14. Concrete 48:10, 24+ Mr '40; Rock Prod 43:61-70, 72 Mr '40

NATIONAL conference group
American bar association and American bankers association trust division form National conference group. Comm & Fin Chr 150:3909 Je 22 '40

NATIONAL conference of real estate taxpayers
Adopts by-laws to its program for tax betterment. Comm & Fin Chr 151:2294 O 19 '40

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Proceedings of the sixth National conference on labor legislation, Washington, D.C., November 13-15, 1939. 109p U. S. Division of labor standards, Washington, D.C. '40

NATIONAL container association
Court decree ends container prosecution; case of U.S. against the National container association. Paper Tr J 110:14-15 Ap 25 '40
Legality of association activities; definitions made by Department of justice in antitrust law action. Oil Paint & Drug Rep 137:3+ Ap 29 '40
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NATIONAL cotton council of America
Council rejects resolution proposing net weight trading; resolutions proposed. Comm & Fin Chr 150:1220 F 24 '40

NATIONAL cottonseed products association
Annual meeting, 44th, New Orleans, May 13-14. Oil Paint & Drug Rep 137:5+ My 27 '40

NATIONAL council of American shipbuilders
Annual report. 40p, 17 tables National council of Am. shipbuilders, 21 West st, New York '40

NATIONAL council of private motor truck owners
Annual meeting, 1st, New York, Nov. 27. Ry Age 107:859-60 D 2 '39

NATIONAL council on compensation insurance
Annual report of general manager. W. F. Roeber. Ins Field (Fire ed) 68:7 D 21 '39

NATIONAL crushed stone association
Annual meeting, 23d, St. Louis, Jan. 22-24 Rock Prod 43:48-52+ F '40

NATIONAL dairy products corporation
Earnings, 1938 and 1939. Comm & Fin Chr 150:2262 Ap 6 '40
Greener pastures for dairy companies. F. H. McConnell. Barron's 20:8 Ja 1 '40
New outlook for National Dairy. G. L. Mathis. il Mag of Wall St 66:44-5+ Ap 20 '40

NATIONAL defense advisory commission
Advisory defense commission members add several aides to staffs. Comm & Fin Chr 150:3757; 151:344-6 Je 15, Jl 20 '40
Agriculture and the defense program. C. C. Davis. Fed Res Bul 26:1168-70 N '40
Announces clearance of contracts amounting to $1,728,195,830 in eight weeks. Comm & Fin Chr 151:634 Ag 3 '40
Defense board gets full aid. E. R. Stettinius, jr. Iron Age 146:72+ Jl 18 '40
Defense organization extended to research and resources. Oil Paint & Drug Rep 137:3+ Je 24 '40
Financing the defense program; contracts by the smaller business enterprises. Fed Res Bul 26:1171 N '40

NATIONAL defense advisory commission—*Cont.*
Formation of Defense commission's industrial materials department; organization chart. Steel 107:25 Jl 22 '40
Four big names; Palmer, Harrison, Nichols, Davis. pors Arch Forum 73:sup4+ Ag '40
Has already placed contracts of $1,661,891,494 since June 6. Comm & Fin Chr 151:332 Jl 20 '40
Industrial materials department, Advisory commission to Council of national defense; organization chart. Iron Age 146:70 Jl 18 '40
Industry can do the job if; industrial resources pledged to revitalization of defense program. Steel 106:21-2 Je 3 '40
Industry gets a voice in defense; Stettinius, Knudsen, Budd, and others named to new commission. Business Week p15-16 Je 1 '40
Manpower and Mr Hillman; load of national defense being adjusted to make best use of available skills and to absorb the unemployed. il Fortune 22:66-70+ N '40
Mr Knudsen goes to Washington; Mr Stettinius, too. Factory Management 98:46-9 Jl '40
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Organization chart, Production division. Steel 107:33 S 23 '40
Organizing for chemical preparedness. Chem & Met Eng 47:460-1 Jl '40
Origins of business leadership; membership of defense commission typical. A. W. Atwood. Barron's 20:7 Ag 5 '40
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Personnel organization. Business Week p 18-19 Ag 10 '40
President Roosevelt sends to Congress Defense commission's general principles on letting contracts and labor requirements. Comm & Fin Chr 151:1653-4 S 21 '40
Prices and profits in a defense economy; prices to government, prices to consumers, producers' prices. E. B. George. il Dun's R 48:5-19 N '40
R. E. Wilson heads oil defense set-up. Nat Pet N 32:8-10 Je 26 '40
SAE men called to help government organize national defense program. S A E J 47: sup69-72 Jl '40
Stettinius keeps cool, does the job. Business Week p22-3+ Ag 24 '40
Stettinius, Knudsen fill out staffs to speed national defense program. Iron Age 145:74+ Je 13 '40
Swelling the ranks of the Defense commission. pors Business Week p16 Je 22 '40
Toluol from petroleum is defense board aim; plans for other commodities. Oil Paint & Drug Rep 138:3+ Jl 22 '40
Urges appointment of finance supervisor for defense committee. E. F. Connely. Comm & Fin Chr 151:930 Ag 17 '40
Why Knudsen wants no chairman. E. Duffield. Barron's 20:4 S 16 '40

Consumer division

Food sentinels; Miss Elliott to line up 40,000,000 wives in defense program. C. M. Wright. Ptr Ink 192:31-2 Ag 9 '40
Harriet Elliott dodges the isms; consumer adviser on Defense commission. Business Week p22+ S 7 '40
Retailer group is named to cooperate with National defense Consumer division. Ind Stand 11:255 O '40

NATIONAL defense research committee
Bush made coordinator; Research division of the National defense advisory commission. F. Neely. Aviation 39:76 Jl '40
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Defense research committee set up; Stettinius' staff enlarged. Iron Age 145:84-5 Je 20 '40
National advisory council; speed-up of science and research applied to national defense. W. Davis. Science 91:sup8 Je 21 '40
President Roosevelt appoints National defense research committee. Comm & Fin Chr 150:3899 Je 22 '40
Research girds for war. S. P. Johnston. il Aviation 39:40-1, 118 O '40

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Ordinary annual general meeting, London. Economist 138:179 Ja 27 '40

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Low-priced stocks paying dividends; thumbnail appraisal. Mag of Wall St 65:296 D 16 '39
Statistics of capital, income, stock earnings, etc. 1929-39. Annalist 56:310 S 5 '40
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NATIONAL district heating association
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NATIONAL drug trade conference
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NATIONAL electrical code
Code revisions. A. B. Campbell. Elec West 84:137 Je '40
1940 National electrical code. A. Small. Ind Stand 11:234-5 S '40
Thin wall insulation gets code approval. Elec W 112:1756 D 16 '39
Two of four major code proposals accepted by National fire protection association electrical committee. Edison Elec Inst Bul 7: 571-2 D '39
What about these new wires? H. H. Weber. Elec West 85:29-31 O '40
What, where and how of the new building wires. E. A. Brand. Elec W 113:1517-20+ My 18 '40

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Safety rules for the installation and maintenance of electric utilization equipment. U S Nat Bur Stand Handbook H33:1-80 '40
Safety rules for the installation and maintenance of electrical supply stations; comprising part 1 and the grounding rules of the fifth edition, National electrical safety code. U S Nat Bur Stand Handbook H31:1-65 '40

NATIONAL exposition of power and mechanical engineering
Annual power show, 14th; list of exhibitors, floor diagrams, products. il Mech Eng 62: sup17-37 N '40

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Chance for farm boys; Henry Ford offers them competitive openings as salaried salesmen for his new tractor. A. M. Howe. il Ptr Ink 191:25-6, 30 My 17 '40
Henry Ford lends support to Farm youth foundation established by Ferguson-Sherman mfg. corp; educational courses in farm management and engineering, and training in operation of farm equipment. Automotive Ind 82:530-1 Je 1 '40
National farm youth foundation. Science 91: 470-1 My 17 '40

NATIONAL federation of sales executives
Fifth annual convention. Sales Management 46:72, 74+ Je 15 '40

NATIONAL federation of small manufacturers
Federation formed. Oil Paint & Drug Rep 137: 59 Ja 8 '40

NATIONAL federation of telephone workers
Contract with A.T. & T.; Telephone independent obtains voice in layoffs; Labor department undertakes wage survey. Business Week p54 O 26 '40

NATIONAL federation of textiles
Annual meeting, Feb. 27. Textile World 90:51 Mr '40

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Annual convention, 16th, White Sulphur Springs, June 3-5. Oil Paint & Drug Rep 137:5+ Je 10 '40; Ind & Eng Chem News ed 18:557 Je 25 '40

NATIONAL fire insurance company of Hartford
Annual statements of group, 1939. East Underw 41:20 F 23 '40; Weekly Underw 142: 533 Mr 2 '40

NATIONAL fire protection association
Annual meeting, Atlantic City. Ins Field (Fire ed) 69:8 My 16 '40; Nat Underw 44:3+, 4+ My 9; 2+ My 16 '40
Progress in fire control. P. Bugbee. Weekly Underw 142:20+ Ja 6 '40
Purpose, committees, etc. Edison Elec Inst Bul 7:603+ D '39

NATIONAL fireproofing corporation
Passing the half-century mark, Natco points to second 50 years of progress. il Brick & Clay Rec 95:32-3 D '39

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Convention, San Francisco, July 29-31. Comm & Fin Chr 151:641, 785 Ag 3-10 '40

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Celebration, May 19-25. il Nation's Business 28:104 My '40
Highlights, Latin American trade. L. B. Clark. il map Comm Rep p439-41 My 18 '40

NATIONAL forests. See Forest reserves

NATIONAL founders' association
Annual meeting, 43d, New York, Nov. 15-16. Steel 105:28-9 N 20 '39; Iron Age 144: 90A-90B N 23 '39; Foundry 68:31+ Ja '40

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Annual convention, 27th, Baltimore. East Underw 41:11 S 6 '40; Nat Underw (Life ed) 44:1+, 2+ Ag 30; 4+ S 6 '40; Weekly Underw 143:421+, 429, 454 Ag 31 '40
Mid-winter meeting, Chicago. Nat Underw (Life ed) 44:1+ Mr 1 '40
Report by the committee on state of the orders and statistics. Nat Underw (Life ed) 44:29 O 4 '40

NATIONAL guard. See United States—Militia

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See also
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Varnish and varnishing

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Pipe fittings
Pipe joints
Pipe laying
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See also

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Radiography
Radium
Raman effect
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Ethics

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Motor truck drivers
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Poisons, Industrial
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Street lighting
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Traffic regulations
Workmen's compensation

also subdivision Safety devices and measures or Safety measures under special subjects, e.g.

Airplanes
Automobiles
Aviation
Chemical plants
Coal mines and mining
Electric equipment
Electric utilities
Machinery
Mining engineering
Paint spraying
Paper mills
Presses
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Groins.
Harbors
Jetties
Levees
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See also

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